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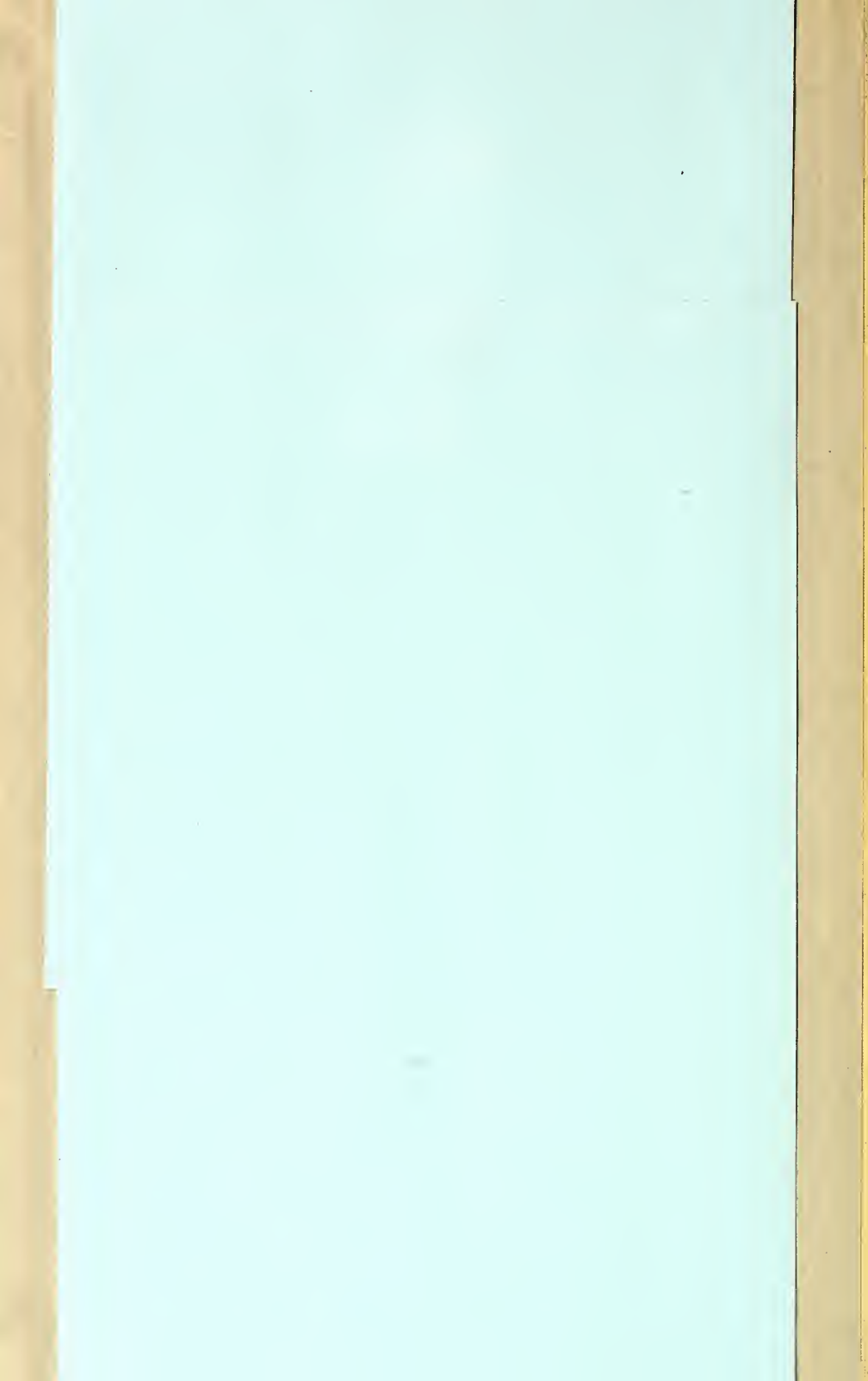
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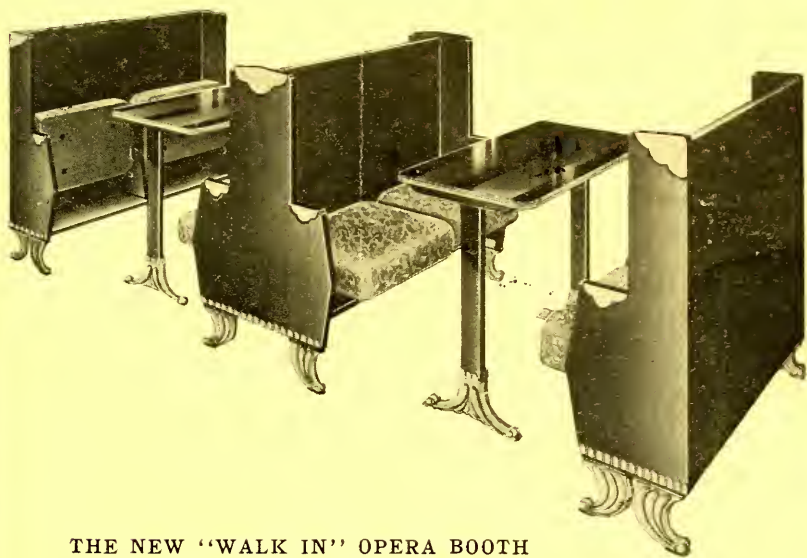
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THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical
Association at Chapel Hill, N. C.

SEPTEMBER, 1932



THE NEW "WALK IN" OPERA BOOTH

1. Walk in plenty of room, no sliding.
2. Lift-up seats, comfortable and inviting, cushioned on springs and upholstered imitation leather.
3. Table larger, which is a great advantage in serving food and drinks.
4. Saves 10 to 20% floor space.
5. New and different. Will make your place the talk of the town.

Our new wall cabinets, displays and backbars are
as different as our booths

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA

Wire or call us collect
Representative

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O. T. WOOD

Salisbury, N. C.

The Test



"Super-Cyclone"—Patented

We sometimes wonder if dispensers really appreciate the importance of serving soda water

COLD

This, Our Message, is to acquaint you with some of the marvelous results obtained with our patented

"SUPER-CYCLONE" SODA COOLER

IN A recent test of the "Super-Cyclone" Cooler by a prominent soft drink manufacturer, it gave a brilliant performance in furnishing 200 glasses, *at the rate of one every ten seconds*, at an average temperature of less than 36 degrees. Forty (40) glasses were below 34 degrees.

Various surrounding Temperatures at time of Test:

ROOM—78 INLET WATER—79 WATER BATH—35
MINIMUM SODA TEMPERATURE—32

(No Shaved Ice Necessary)

READ this test carefully and get the full significance of it. Then let us further prove to you the superiority of GREEN Soda Fountains.

ROBERT M. GREEN & SONS

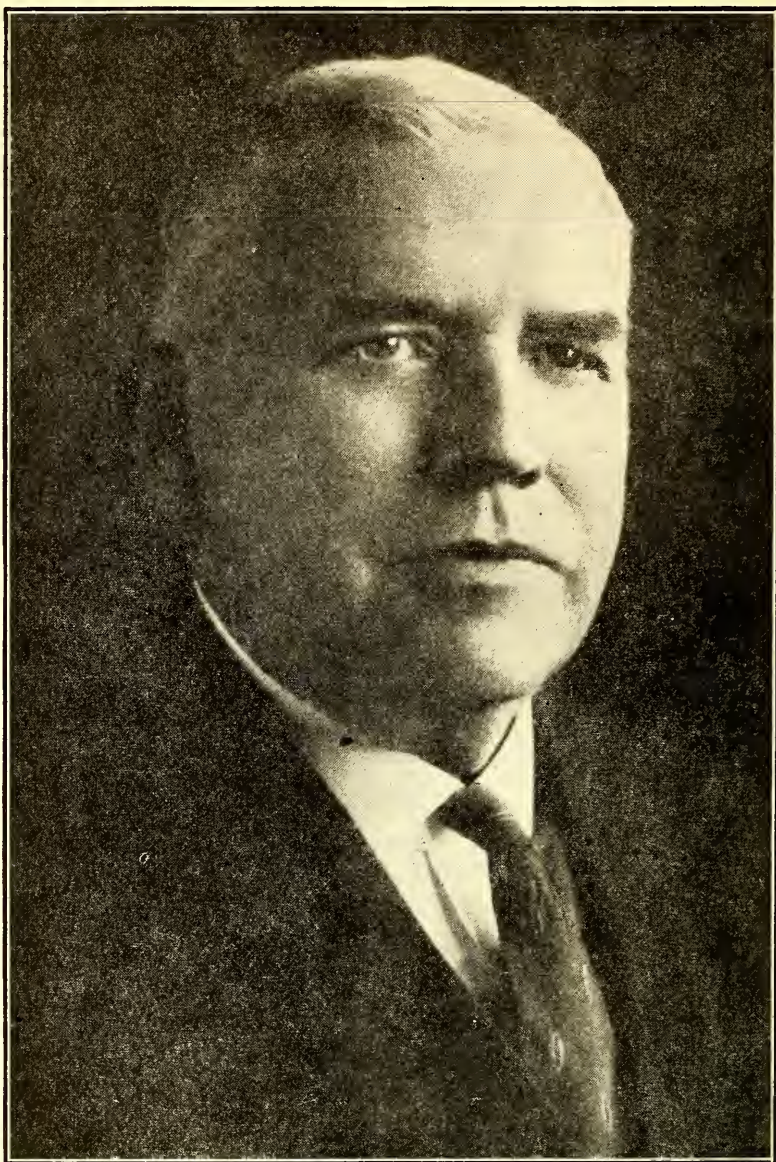
Pioneer Manufacturers Established 1874
PHILADELPHIA

CAROLINA SALES
REPRESENTATIVES

Chapman Drug Co.
Knoxville, Tenn.

W. H. King Drug Co.
Raleigh, N. C.

The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, the time to be announced later.



WILLIAM HENRY WEARN, of Charlotte

Born, April 24, 1865—Died, August 13, 1932

As we go to press news reaches us of the death of Mr. Wearn, a life-long resident of Charlotte and a North Carolina pharmacist since 1884. He was president of the N. C. P. A., 1891-92, and a member of the Board of Pharmacy, 1893-1903. He practiced his profession as a retail druggist for many years but for the past thirty-eight years has been identified with the wholesale firm of Burwell and Dunn.

THE DEVELOPMENT OF MODERN DRUGS

By H. M. BURLAGE, Ph.D.

Professor of Pharmacy

University of North Carolina

(The first two installments of this article appeared in the July and August issues. It is concluded in this number.)

Classification of Diseases

An interesting classification of the diseases that man has inherited through the ages is presented by Dr. Oliver Kamm.*

I. Diseases Controlled by General Public Health Measures. Cholera, plague, tuberculosis, typhoid fever, yellow fever, alcoholism, dysenteries, drug addiction, etc.

II. Diseases which can be controlled by the use of drugs of a biological nature.

III. Diseases controlled by drugs—but not so spectacularly as in Group II. Pneumonia, scarlet fever, malaria, gonorrhoea, sleeping sickness, leprosy, fungus infections.

IV. Diseases for which there is as yet no adequate preventive or cure—although symptomatic treatment with drugs is often of great value in building up natural resistance to infection and giving relief. Influenza and common colds; Diseases of Childhood as measles, mumps, whooping cough, chicken pox, septic sore throat; Rheumatic fever; Miscellaneous bacterial infections as blood poisoning, appendicitis, erysipelas; Meningitis; Epilepsy; Tuleremia; Psittacosis (parrot fever).

V. Diseases of middle age—for which drugs are only of value in prolonging life. Heart diseases, circulatory diseases, liver disorders, nephritis, cancer.

VI. Growth disturbances.

Endocrine gland disturbances of the anterior and posterior pituitary, thyroid, parathyroid, suprarenal, pancreas (Isles of Langerhan), ovary, corpus luteum; Disturbed cell growth as cancer, tumor, gastric and duodenal ulcers; Nutritional diseases: a. Vitamin deficiency as rickets, pellagra, scurvy, beri-beri; b. Anemia; c. Food deficiencies; Protein sensitizations; Pernicious anemia.

From this classification of diseases Dr. Kamm has compiled what he calls his "Captains of Death."

* "Fight Diseases with Drugs"—pp. 7-11, The Williams and Wilkins Co. Baltimore, 1931.

Year—1900	per 100,000
1. Tuberculosis	220
2. Influenza and Pneumonia.....	180
3. Diarrhoea and Enteritis.....	139
4. Diseases of the Heart.....	137
5. Nephritis	88
6. Cerebral Hemorrhage	80
7. Cancer	64
Year—1927	per 100,000
1. Diseases of the Heart.....	225
2. Cancer	107
3. Influenza and Pneumonia.....	97
4. Cerebral Hemorrhage	97
5. Nephritis	94
6. Accidents	80
7. Tuberculosis	74

What causes these great changes in the position of effectiveness of "Captains of Death" during these periods? They might be attributed primarily to the following causes: (1) our modes of living in 1900 and 1927 are vastly different; the war and its aftermath have left a more nervous, hurried, luxurious manner of living that favors the development of undesirable effects on the heart; (2) the present day knowledge of the basic causes, the power of proper diagnosis, an ever growing knowledge of the manner in which to combat diseases has had its effect in some cases—Tuberculosis, for example; (3) accidents, not considered important in 1900, have risen to assume an enormous toll since the increase of the use of the automobile and faster transportation.

Drugs may be classified as follows:

I. Natural Products:

- a. Vegetable drugs and their derivatives—Opium and Morphine.
- b. Mineral drugs and their compounds—Calamine and ZnO.
- c. Animal drugs and their derivatives—Adrenals—Epinephrine.

II. Synthetic Products:

- a. Drugs identical with the natural products—Camphor.

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- b. Drugs not identical with natural products.

III. Products of Biological Synthesis:

- a. Toxins.
- b. Antitoxins.
- c. Serums.
- d. Vaccines.

Another classification is based on the therapeutic uses of drugs

I. Organotherapy:

the treatment of disease by using organs and glands or products of these organs and glands in the treatment of disease, e.g. deficiencies in the glands of internal secretion.

II. Sero- and Protein-Therapy:

Use of biologicals; pollen extracts.

III. Chemotherapy:

- a. Drugs of specific action.
- b. Drugs with general action.

V. Physico-therapy:

- a. Heliotherapy
 - 1. Ultra-violet light.
 - 2. X-ray.
 - 3. Radium.
- b. Surgery.
- c. Heat and cold.
- d. Rest.

Organotherapy

In addition to chemical elements and vitamins, recent advances have shown that the animal body requires for its satisfactory development and functioning a number of other substances which are generally designated as Gland or Glandular Products. These are obtained from glands of Internal Secretion, or the Endocrine Glands or the Ductless Glands. The secretions, or possibly the active principles of these secretions, are called Hormones. Examples, no doubt, will be of value in clarifying these expressions: (a) the Kidneys are glands or organs of excretion; they eliminate waste products; (b) there are, however, glands or organs whose primary purpose is the production of substances that are not waste products but products of great value in digestion or processes carried on in the body; these products are called Secretions. The salivary glands are organs of secretion since they produce the saliva which contains the important substance, Ptyalin, valuable as an

agent which brings about the first changes of our foods so that we may utilize them in body processes, i.e. the beginning of digestion; (c) another type of a gland of secretion is represented by the Thyroid Glands which produce by internal secretion directly into the blood stream a substance whose chief constituent is Thyroxin, a substance containing Iodine which when present in unbalanced amounts produces goitres of various types along with their characteristic reactions on the body; (d) the liver is an unusual organ since recent discoveries seem to indicate that it may serve as an organ with all three functions: Excretion, Secretion and Internal Secretion.

Therefore, within the body we have glands or organs of three types: (1) those of Excretion, with which we are not concerned in this discussion, (2) those of Secretion, which produce substances called enzymes or digestives—necessary for the completion of the process of digestion and (3) those of Internal Secretion which secrete substances into the blood stream and which play by the normal and abnormal functions such as important part in what is called the physical make-up and personality of man. The internal secretions represent one of the newest and most fascinating fields of medical endeavors.

The *enzymes or digestive ferments* are the substances produced by the organs of digestion and have been known for a long time. These substances are very complex organic bodies which have the power of breaking down food stuffs in the presence of acid, alkali and water into simpler compounds so that they can be readily utilized. These include pepsin and rennin from the stomach, pancreatin from the pancreas, and others.

Conclusion

Thus, the slow but powerful development of medicinals from the groping of antiquity has culminated, within the past century, in the spectacular uses of biologicals, of glandular products, of digestive ferments, of the pollen extracts, of the use of light and its components, of the X-ray and of radium. Many of these great discoveries, being very recent, the incentive toward newer enlightenments of medical endeavor is the apparent progress of the future.

THE ADVANTAGES AND DISADVANTAGES OF A MEZZANINE PRESCRIPTION ROOM*

By Parke C. Stratford
of Greensboro

I have been asked to prepare this paper to read to you gentlemen by my good friend, Roger McDuffie, and I don't know but I think he has an idea that I associate the Mezzanine Prescription Department with the drug Mezereum, which Remington says occurs in long, thin, flexible tough bands and active principle *Daphnin*. Now, while I might be long, I am no longer thin, and while I may be flexible, I am not tough, and I fear he thinks I am Daphnin ("dappy") on the subject.

Now, gentlemen there often arises a time in the arranging of a new or an established drug store when the question comes up of whether a prescription department should be on the main floor or on the mezzanine. Many different thoughts and reasons are angled with: (1) Its convenience to the doctors and patrons; (2) Which will be expedient and proper for the particular store concerned; (3) The welfare of the pharmacist on duty; and (4) How friend public feels towards losing or holding contact with the pharmacist handling his particular prescription or order. There are, of course, other very good reasons and arguments to consider and rehearse before making the decision, but the four main things to consider, as I see it, are the four that may be considered as the most vital to the store owner.

Now let us put ourselves in the place of a druggist who is considering the re-arranging of his main floor and the addition of the mezzanine prescription department. The main floor is fairly well crowded as it is and an additional department is contemplated that would necessarily have to be placed on the main floor. The question arises, where or how in the world can we so arrange our main floor as to permit this additional department which seems to have the possibility of a good volume and additional profit? Or, along with this, consider a store carrying a large stock which, because of increasing business, demands more room.

The owner or manager doesn't dare think of changing the cigar stand, the soda fountain, the toilet goods department, or the bulk of his patent or sundry departments so his mind turns very quickly to the prescription department as the only department that could possibly be moved. Now the thought occurs, is the ceiling sufficiently high to allow this, or will it be necessary to go to the second floor of the building to get this needed space? Then the thought of additional rent pops up and this is really a stumbling block for few if any store owners or managers are inviting additional expenses. Therefore, it is decided upon that space will have to be created in the space now occupied and that so worked out that the store will not have the appearance of a "junk-shop" or the look of being overcrowded to the patron when entering, for the patron's eye naturally points to the back of the store upon entering and his first impression is apt to be the lasting one.

Now let us think as one who is planning a new store. This mezzanine prescription department has never been tried but it seems to be the correct and modern thing because Tom Jones and Henry Smith and others have it and from all outside appearances it seems to be successful. Certainly we don't want our competitors to be even that one jump ahead of us. The owner of the building we are to enter is willing to put the space in shape just as we want it at no cost to us now, but, if later we want the change made we will have to pay for it and suffer the confusion of remodeling, etc. Then too, isn't it modern and a step or two ahead to have the prescription department separate and apart from the balance of our store. Won't it give us an advertising advantage or at least won't it relieve us from being the "goat" if Tom Jones or Henry Smith should capitalize on the fact that their stores have prescription departments where the man or men on duty handles or handle the

* (This paper was presented at the 1932 meeting of the N. C. P. A.)

work without interruptions? Then, too, if we should ever need this space why we have it and it gives us so many more square feet of floor space.

Now gentlemen, I have tried to picture to you in a more or less brief way some of the thoughts that occur to the established store owner or manager of the new prospective owner or manager, and while there are many other points that might be brought out I believe the vital points have been dealt with.

Let's pick up the four points and deal with the advantages and disadvantages as I personally see them.

1. Doctors as a whole like the convenience of visiting the prescription department and they are more or less considered privileged characters behind the prescription counter. Quite often they like to brush up a bit on names of medicines, doses, and the like, and they certainly like to rub elbows with the druggists and talk things over generally. It does not hurt to encourage this friendly atmosphere. This is easier for the doctors when the prescription department is on the main floor. It is not an easy thing to get them to climb even a few steps to reach a mezzanine prescription department and they are apt to feel that they are somewhat alienated from the most important part of the drug store. The advantage here is to keep in regular contact with the doctors; the disadvantage is the possibility of losing this contact and having him think that the mezzanine is too much out of the way as well as establishing in his mind the thought, "Oh, what's the use; I don't like to go up those steps; it takes too long, etc."

The patron feels that he likes to know that the store really does care something about his ills and troubles, and though he dislikes medicine at its best, he feels that it should always be within his reach. Moreover, he actually thinks he gets it quicker when the prescription is being handled on the main floor where he can hear an occasional rub of the pestle in the mortar or the stirring rod in the graduate. The main floor prescription department has every advantage so far as the patron is concerned.

2. Of course, all stores are not alike as to arrangement and lay-out generally. What might be expedient for one might not necessarily be expedient for another, but it would seem to be a great advantage for a store filling two hundred or more prescriptions a day to have the mezzanine prescription department away from the main floor unless the floor space be such that plenty of room can be given to this department. But as a rule, where there are two hundred or more prescriptions being filled daily it is not always easy to keep things looking quite as ship-shape as they ought to be, and for this reason it would be advantageous to have in the prescription department a separate place such as a mezzanine. A store doing this prescription work does not have to worry so much about the proper place for the prescription department, but about how quickly the work can be turned out.

3. The welfare of the pharmacist on duty should certainly be considered because the hours are long, the work is confining, and upon him a great deal depends. The advantages of main floor prescription departments for the pharmacist on duty are many. As a rule there is better air to breathe, better light to work under, better ventilation, and consequently his general disposition toward his work is better. The disadvantages are, he finds that on the main floor he is often interrupted from very important work and he is subject to occasional conversations with the public which are apt to make him weigh his chemicals twice to be sure. Such happenings as these and others keep his mind in a turmoil and he can't always be civil with those around him. A pharmacist should always be happy in so far as the patron is concerned even if he does happen to have the toothache. If he cannot be this way the mezzanine prescription department is to his and the store's advantage every time.

4. Now our friend the public is a very funny fellow and one day he is all asunder about politics, the next day about the weather, the next day about family affairs, the next day about his business, and so on. Each day there is something different.

(Continued on Page 18)

One Thing and Another

By J. G. BEARD

The Trend of the Times

In the past three weeks, and I am speaking of the period of late July and early August, I have asked exactly thirty people what the outlook is for the next several months. I have talked mostly to traveling men and druggists of this State. Only two of the number said that business is worse but most of them see little change for the better. The majority felt, however, that we have finally reached the bottom of the hole and that from now on there should be a slow improvement that ought to show itself with some definiteness this fall. Stocks at this writing are going up fast; live stock is bringing better prices; steel production is increasing; car loadings are somewhat greater; comparatively few banks are failing; electric power production is going up; and most important of all, there is a definite improvement in public confidence in the general outlook. A well known traveling man said to me confidentially: "I have been noticing that those druggists who were considered good business men before the depression are still discounting their bills." Whether he is right or wrong it is nonetheless true that these are times that certainly call for a good business head on the part of men who are depending on public buying for a living. My heart bleeds for some of the druggists I know in the fight they have had for existence, and when I hear that an old friend of mine or a former pupil who has worked hard, played square, and given everything he had to his business has been compelled to go into bankruptcy I cannot keep lumps from rising in my throat and mist away from my eyes.

A Danger to Life and Health

In a test case the Supreme Court of New Jersey has ruled that Essence of Peppermint and Sweet Spirit of Nitre are medicines

which can be sold only under the supervision of a registered pharmacist. The Board of Pharmacy of that State prosecuted the case and by its victory established a precedent that should be valuable in other states. In North Carolina there are any number of general stores that sell not only the two items named above but many others that are medicines in a stricter sense—medicines that should be sold only by persons competent to handle medicines. We would like to see our Board make a test case of one such store and cite the New Jersey ruling. If the same verdict is returned then not only will drug stores in this State get business that belongs legitimately to them but what is more important the general public will be protected from an unsafe commerce in drugs such as must result when storekeepers without the slightest knowledge of medicines are permitted to sell tincture of iodine, calomel, aspirin, and eight or ten other drugs. If the wrong thing is sold death may result, if an inferior product is sold a needed action may fail to take place; and in any case there is a constant threat that is all the more dangerous because usually there is no way afterwards to fix the blame where it belongs. A disease may terminate fatally when life could have been saved or prolonged if dependence had not been placed where no dependence should be placed: on drugs of uncertain composition sold by persons with no real knowledge of what drugs are or should be.

Should we not profit from the New Jersey case?

Makes Assignment

The *News and Observer* of August 2 carries an item to the effect that Mr. E. L. Tarkenton, of Wilson, had assigned his store, Tarkenton's Pharmacy, for the benefit of his

(Continued on Page 16)

DUTIES OF THE COUNTY LEGISLATIVE CHAIRMAN

The Association has in every county of the state a chairman to direct all legislative work in that county. These men can perform a wonderful service, especially this year, IF (a) they work intensively and intelligently; (b) secure the coöperation of the other druggists in the county; and (c) start their working campaign not only before the Legislature meets but before the fall elections are held.

At this writing the Association has no measures it will want introduced into the General Assembly. Some may develop later but there are none agreed upon now. Its main efforts will be directed (1) to keep the Pharmacy Act—which every druggist should read—as it now is, fighting any movement to lower its standards; (2) to use every legitimate effort to reduce or annul existing taxes that bear unfairly or inequitably upon the practice of pharmacy; (3) to resist strenuously the imposition of any new taxes—sales or otherwise—upon an already overtaxed group; and (4) to insist upon economy in government in order that state and county budgets may more nearly balance. There is nothing secret and there is nothing objectionable about these aims and there is going to be no lukewarmness in the way the organization will work towards them.

Every county chairman should get in touch with the other druggists in his group, either by letter or preferably at a called meeting, and ask them to see their legislative candidates at once in order that they may know how the candidates stand on questions affecting the drug business *before the elections take place*. After these conferences are held reports should be made to the county chairman who should in turn pass on the information to Attorney F. O. Bowman in order that the Association may know what representatives it can count upon and which ones are likely to be unfriendly to retail pharmacy.

Druggists could be powerful politically if they would be. They are in constant touch with voters and their stores are centers of community life. If a majority of these druggists determine that they are going to help the Association in its efforts to help

them they will be surprised to find that the members of the next General Assembly will know about and hence will be in sympathy with the difficulties and problems that face North Carolina pharmacists. Too often—in fact usually—druggists wait until the Legislature meets before they wake up to the fact that law-making and revenue-raising constitute a biennial business that ought to be planned far ahead of time. Now is that time! Every week's delay is hurtful. Candidates want to be elected. They want electoral help. They are in a receptive frame of mind and will listen sympathetically to deserving matters. We should gain their attention before they become too busy to listen to us.

Nothing said in the foregoing paragraphs is intended to mean that druggists should work in any selfish way that is against the public interests or that they should use threats or any methods that are not above-board. They would not be guilty of such a practice even though this article urged it which it does not. What is meant boils down to this: druggists have a common interest in legislative happenings and like all other interests affected by the Legislature they should seek every legitimate form of group protection. This is best accomplished by an educational campaign entered into by druggists all over the state and directed at every candidate who offers for the next General Assembly.

County chairmen are expected to direct this work and upon their efforts will depend in a large measure the happenings at Raleigh this winter in so far as the drug business is concerned. This being true the Association pleads with these chairmen to feel that their duties are vital; that the neglect of even one committeeman weakens the cause; and that whatever they do for the good of all results in good to themselves. The Association pleads likewise with druggists who are not county chairmen to pledge their support to the men who will attempt the directing jobs in the several counties and work with them to the end that the problems of the drug business in North Carolina will be understood in the next Legislature.

COUNTY LEGISLATIVE CHAIRMEN FOR 1932-33

The following men have been appointed by President A. Coke Cecil to direct the Association's legislative activities this year in the various counties of the State. The duties of these chairmen are outlined on the foregoing page.

Alamance, Burlington.....	R. H. Andrews	Lenoir, Kinston.....	R. T. Hood
Alexander, Taylorsville.....	C. C. Munday	Lincoln, Lincolnton.....	B. P. Costner
Alleghany, Sparta.....	T. R. Burgiss	McDowell, Marion.....	J. W. Streetman
Anson, Wadesboro.....	F. G. Fetzer	Macon, Franklin.....	F. T. Smith
Ashe, West Jefferson.....	C. W. Ray	Madison, Marshall.....	H. E. Roberts
Avery, Elk Park.....	J. R. Patton	Martin, Williamston.....	C. B. Clark
Beaufort, Washington.....	S. B. Etheridge	Mecklenburg, Charlotte.....	L. H. Stowe
Bertie, Windsor.....	W. B. Gurley	Mitchell, Bakersville.....	J. F. Greene
Bladen, Elizabethtown.....	H. H. Robinson	Montgomery, Troy.....	M. A. Nicholson
Brunswick, Southport.....	M. B. Mintz	Moore, Southern Pines.....	H. E. Thrower
Buncombe, Asheville.....	R. J. Johnson	Nash, Rocky Mount.....	M. P. Dawson
Burke, Morganton.....	C. P. Greyer	New Hanover, Wilmington.....	J. M. Hall, Sr.
Cabarrus, Concord.....	C. D. Porter	Northampton, Jackson.....	E. W. Lewis
Caldwell, Lenoir.....	E. P. Crawford	Onslow, Swansboro.....	D. A. Hargett
Carteret, Morehead City.....	W. Hufham	Orange, Chapel Hill.....	C. T. Durham
Caswell, Milton.....	Lewis Walker	Pasquotank, Elizabeth City.....	S. G. Etheridge
Catawba, Hickory.....	P. J. Suttlemire	Pender, Burgaw.....	F. Dees
Chatham, Siler City.....	F. G. Brooks	Person, Roxboro.....	E. E. Thomas
Cherokee, Murphy.....	W. M. Mauney	Pitt, Greenville.....	J. Key Brown
Chowan, Edenton.....	J. W. Davis	Polk, Tryon.....	E. E. Missildine
Clay, Hayesville.....	Dr. M. J. May	Randolph, Asheboro.....	C. M. Fox
Cleveland, Shelby.....	T. P. Webb, Sr.	Richmond, Rockingham.....	L. G. Fox
Columbus, Chadbourn.....	J. E. Koonce	Robeson, Lumberton.....	B. F. McMillan, Jr.
Craven, New Bern.....	W. M. Pinnix	Rockingham, Reidsville.....	R. H. Tucker
Cumberland, Fayetteville.....	A. L. Moir	Rowan, Salisbury.....	Sam Carter
Davidson, Lexington.....	G. S. White	Rutherford, Rutherfordton.....	J. L. Robinson
Davie, Mocksville.....	S. B. Hall	Sampson, Clinton.....	A. B. Butler
Duplin, Wallace.....	R. E. L. Dees	Scotland, Laurinburg.....	J. C. Graham
Durham, Durham.....	R. P. Rogers	Stanly, Albemarle.....	W. H. Snuggs
Edgecombe, Tarboro.....	A. T. Nicholson	Stokes, King.....	Dr. C. J. Helsebeck
Forsyth, Winston-Salem.....	L. M. Bobbitt	Surry, Mount Airy.....	J. Hollinsworth
Franklin, Louisburg.....	S. P. Boddie	Swain, Bryson City.....	K. E. Bennett
Gaston, Gastonia.....	E. C. Adams	Transylvania, Brevard.....	Roy Long
Granville, Oxford.....	F. F. Lyon	Tyrrell, Columbia.....	C. B. McKeel
Greene, Walstonburg.....	S. Jenkins	Union, Monroe.....	A. M. Secrest
Guilford, Greensboro.....	Parke C. Stratford	Vance, Henderson.....	L. C. Kerner
Halifax, Rosemary.....	A. N. Martin	Wake, Raleigh.....	J. C. Brantley
Harnett, Erwin.....	E. R. Thomas	Warren, Warrenton.....	W. R. White
Haywood, Canton.....	J. L. Jones	Washington, Plymouth.....	P. M. Arps
Henderson, Hendersonville.....	W. B. Wilson	Watauga, Boone.....	G. K. Moose
Hertford, Ahoskie.....	R. R. Copeland	Wayne, Goldsboro.....	J. T. Vinson
Hoke, Raeford.....	L. E. Reaves	Wilkes, North Wilkesboro.....	R. M. Brame, Sr.
Iredell, Statesville.....	L. W. McKesson	Wilson, Wilson.....	A. R. Moore
Jackson, Sylva.....	F. L. Hooper	Yadkin, Yadkinville.....	J. P. Norman
Johnston, Selma.....	C. P. Harper	Yancey, Burnsville.....	W. Z. Robertson
Lee, Sanford.....	W. A. Crabtree		

This Person Did Not Buy Drugs in a Drug Store

A news item in the paper July 25 reported a suit for \$25,000 entered against the Davis Mfg. Co., of Knoxville, by Charles and Myrtle Davis who charged that "negligence, carelessness and recklessness of the company led to the injury of Myrtle Davis' health by wrongly labeling a bottle of medicine." The plaintiffs charge that in April of this year a bottle of medicine labeled castor oil was bought of J. M. Edgerton, of Goldsboro, and that Mrs. Davis on advice of her physician to take a dose of castor oil, took a dose from the bottle bought from Edgerton and that the bottle contained turpentine, as a result of which she has a miscarriage.

There is no druggist or drug store in Goldsboro carrying the name J. M. Edgerton and so we presume that Edgerton runs some sort of general store and ignorantly sells such drugs as castor oil. No registered pharmacist would sell turpentine for castor oil no matter what label was on the bottle for the simple reason that one is a light, thin liquid of the consistence of water and the other is thick and, as the name indicates, oily. A general merchant, however, sells according to the label. We, of course, feel sorry for the Davises, husband and wife, but people who are so foolish as to buy drugs in any place except a drug store, especially when there is a drug store conveniently near (as is the case in Goldsboro), are gambling with death and need not be surprised over what happens. This incident points a moral and tells a tale that we wish every drug purchaser could learn about.

He Opposes the Assistant Pharmacist

(A short time ago we received an unsigned article with the request that it be published because it involved a matter of importance. Our first impulse was to disregard the request on the theory that anonymous articles or letters should be ignored. A note, however, accompanied the article that seemed to indicate the author was writing in good spirit and so we are going to

comply with his wishes and print what he says.—Ed.)

"There are a number of good registered druggists in North Carolina who on account of the present conditions have no positions and there will be an even greater number if the present condition continues much longer. The only way that these druggists and those who are employed can ever hope to increase their earnings is by raising the profession to a higher standard. There has been some little criticism about increasing the time for a pharmacy education from three to four years and there is some ground for this criticism, especially from a number of those who got their license before the standard was raised. Perhaps though these men have never stopped to think what pharmacy might be and what it will be when standards get uniform—if they ever do. I am gradually coming to my point.

"What per cent, of the druggists who have been practicing for several years would not be at a loss to make their own fluid-extracts and tinctures, as well as many other preparations that druggists should be thoroughly capable of making, some of which could be made at a great saving?

"The pharmacy law of this State requires that every drug store must have a registered man in it at all times. In Tennessee I am informed that this kind of law is enforced to the fullest extent. A friend told me that on one occasion a pharmacy inspector there called on a store operated by a druggist who lived upstairs over the store and who was upstairs when the inspector called. He was fined \$25. Tennessee has a lower standard than we have but they sure do enforce the pharmacy laws they do have. I believe that this kind of thing would be more closely looked after by our inspector were it not for the fact that he knows that it would work a hardship on the owners of stores which have a small prescription business, especially during these times. But on the other hand if the law were enforced druggists would discontinue filling prescriptions at giveaway prices and the public would more quickly look upon pharmacy as a profession. Let's

hope that the time will soon come when all of the towns of any size can support drug stores with two registered men.

"Here is the rub that will come in when two licenses are required in the large stores and it is up to druggists to say what they will do about it. The present law provides for an assistant license. This license is issued to practical clerks who can pass the Board. Under our law these men can operate a drug store during the temporary absence of the full registered man. In the last two years there have been more of these assistant licenses issued than had been altogether before, and in the writer's opinion the number will rapidly increase each time the Board meets. Each one of these men can take the position of a registered man in a store requiring two druggists. We have thirty some odd now. How many do we want? The ones that we have are here—we cannot get rid of them—but we can prevent the oncoming numbers. So let's take the ones we have into the fold and let each druggist in the state make up his mind now to have a bill introduced into the next Legislature doing away with the assistant's license so that we can have a requirement that is equal all the way round. This will eliminate the men that are coming along with a low requirement for registration from taking the positions that belong to the pharmacist who is now out of a position. Let's get the standard uniform and let's put the profession on a higher basis in the eyes of the public—our customers.

"Several states have already passed laws doing away with the Assistant pharmacist. Why not us?"

The Ohio Mutual is a Sound Company

It has come to our attention that some party or parties have been saying in one way or another that the fire insurance company which Attorney Bowman represents for the Association is not a safe company and that it does not always adjust and pay for its losses promptly. These reports were either founded on fact, in which case the Association and its members should know the facts and cancel all insurance in the company, or the reports were idle rumors

calculated to do harm, in which case they should be denied as a matter of fairness to the company. Accordingly the Secretary of the Association wrote Insurance Commissioner Dan C. Boney and asked him for a frank statement as to his opinion of the rumors and reports. Mr. Boney replied as follows:

Raleigh, N. C.,

July 14, 1932.

Mr. J. B. Beard, Sec.-Treas.,
N. C. Pharm. Association,
Chapel Hill, N. C.

Re: Ohio Mutual Insurance Co.,
Coshocton, Ohio

Dear Sir:

The above mentioned company as of December 31st last had \$175,064.32 surplus and according to all of the information we have are in first class shape. I wish it were possible to put an end to this kind of thing (reports, rumors, etc.) because I believe that it is a thing that is prolonging our present business depression. It is causing the people to lose faith in all of their institutions regardless of their soundness.

If the parties referred to have any information which is really worthwhile I would appreciate their sending it to me but until I receive definite proof I cannot believe that there is anything to these statements.

Very truly yours,

(Signed) DAN C. BONEY,

Insurance Commissioner.

Until the Association has something more definite to go on it will continue to endorse and its attorney will continue to sell policies written by the Ohio Mutual Insurance Co.

Off to Toronto

As this issue of the JOURNAL goes to press the North Carolina delegation to the American Pharmaceutical Association is preparing to set sail for Toronto, Canada, where a joint meeting of the two national organizations will be held August 22-26.

Dr. E. V. Zoeller, of Tarboro, will be dean of the delegation and will chaperon or keep a weather eye on the following group from the School of Pharmacy at Chapel Hill: Professor Ira W. Rose, H. M. Burlage, and

J. G. Beard. "Mr. Zoo" never misses a trick, bless his heart, and if a fast one is pulled, as sometimes happens, he usually knows the puller even if he does keep it to himself.

Cobb's Cartoons

On another page is a good cartoon drawn by Jim Cobb, of Brevard. He shows Uncle Sam, "The Great Tax-idermist," skinning alive the great number of druggists in his family and stuffing them with something (ingredients not shown) to make them look alive even though they may be dead from the toxic effects of multiple taxation. If you have had the hide taken off of you by Federal taxes, look up the cartoon and grin even though it is a twisted sort of grin. By the way, why not call the new levy "exercise taxes" instead of "excise" because it takes so much effort to collect or pass on, record, and pay the blamed things.

Charlotte Wants Convention

Mr. Jim Stowe writes the Editor that the idea has got around among some druggists that Charlotte did not want the next convention of the Association as voted by the delegates at High Point. He asks us to deny this and assure the members of the organization that not only does Charlotte want them but that it will prove the fact when they get there next June. Knowing Charlotte's hospitality as we do, we had never entertained a doubt of the welcome to be expected but we are glad to pass on this assurance from Mr. Stowe. The last meeting there was highly successful; this one will be also we feel sure.

Gastonia Druggists on Cash Basis

Every drug store in Gastonia went on a cash basis July 5. The Kennedy Drug Co. sent the following letter to all of its customers:

To Our Trade:

"We, with the other drug stores of Gastonia, have agreed to operate on a *strictly cash basis* beginning July 5.

"Selling for cash will enable us to absorb the manufacturers' tax recently imposed on many articles sold by drug stores, and will in the long run save money for our customers.

"We wish to express to you, one of our good customers, our appreciation for your patronage in the past, and we hope that you will continue to co-operate with us under this necessary new ruling.

Very truly yours,
Kennedy Drug Company."

Two weeks after the above letter was sent out Mr. Ed Adams, the proprietor, writes us that the new plan "is working like a charm." He says further that "It is a good feeling to return from dinner and meet people coming out of the store with packages in their hands because I know that the goods have been paid for."

Did you read the article by Mr. E. F. Rimmer, of Charlotte, that appeared in the August JOURNAL explaining how he had operated on a cash basis successfully for several years? Some druggists say that they *can't* go on a cash basis. Others write us that they not only can but have already done so. In these particular times when dollars are scarcer and hence more precious than within the memory of all save old people it becomes necessary for most customers to buy where goods are cheapest. If stores are to get this business they must offer a price appeal. Selling for cash, losing no money on charge accounts, discounting bills, and buying frequently and in small quantities to get fast turnover are proved ways of meeting cut-price competition from department and chain stores.

We will be glad to report all drug stores that decide to go on a cash basis, so please let us know who you are.

Goode Should Be Made President of the N. A. R. D.

We nominate for the presidency of the National Association of Retail Druggists Mr. John A. Goode, successful pharmacist of Asheville. We do so for the following reasons:

1. As well as any one we know Mr. Goode is familiar with N. A. R. D. aims and policies having been a member of the executive committee for several years, a regular attendant at the conventions, and a serious student of the Association's affairs.

2. He is well equipped mentally and phys-

ically for the responsible and exacting work demanded of a chief executive.

3. He has vision and initiative that are tempered with sufficient moderation to keep him from being a radical.

4. He is a thorough thinker, a hard worker, and he applies himself conscientiously to every duty that he assumes.

5. The N. C. Phar. Assoc., in the form of a resolution unanimously adopted, respectfully asked the next convention of the N. A. R. D. to select Mr. Goode as president. The North Carolina Association has been affiliated for a great many years, regularly pays dues, is deeply interested in the national organization, and its request is entitled to serious consideration.

6. Mr. Goode is from a section that the N. A. R. D. has never recognized with a presidency but a section that would give the Association greater support if the organization would but court such support with real recognition. If the N. A. R. D. is to be national in scope as well as in name it should select its presidents with the nation in mind and not confine its favors to those sections which have a large membership. The N. A. R. D. can stand back, as it always has in the past, and say "We will recognize the Southeast when it gives us a large membership," or it can say instead "We want a large membership in the Southeast and therefore we will show our interest by giving the section a real token of this interest." The first plan has not worked. Why not give the second a trial?

7. If our information is correct it would be a wise move on the part of the N. A. R. D. to honor Mr. Goode with the presidency. If this is not done this year then real dissension may result that would be very hurtful to the growth and influence of the organization. We have heard on what seems good authority that a large number of members resent the refusal of "the Machine" to let Mr. Goode become president. This may or may not be true but if it is false then how can the action that several state associations have taken this year be explained? Speaking just for ourselves, we would never want John Goode to be made president if a responsible group in the Association feels

that he is not qualified for the office, but if he is being held back, as is charged, because at one time or another he has had the courage to "buck the Machine," then we would like to fight for his election believing as we do that he would make one of the best presidents that the N. A. R. D. has ever had.

8. Finally, among our reasons for the nomination, is the fact that we believe it would be good politics if the so-called "Old Guard" would swallow its prejudices and let a man that a great many members want take over the reins for one year so that he could show or fail to show the qualities of leadership that his advocates claim for him.

Send in Difficult Prescriptions

The letter below, written by Professor Ira W. Rose, explains itself and we commend it to the attention of our readers.

To the Pharmacists of the State:

Sodii Bicarb.	oz. i
Magnesii Sulph.	oz. iss
Aquae Menthae Piperitae	oz. ii
Elixir Lact. Pepsin qs	oz. vi

Just recently the above prescription was sent to the University of N. C. School of Pharmacy with the following comment: "I found this prescription to be incompatible. When mixed in any order there was a great deal of effervescence, and after adding the Elixir Lact. Pepsin the Magnesium Sulphate was thrown out of solution. If you can solve this in any way I shall appreciate it if you will let me know."

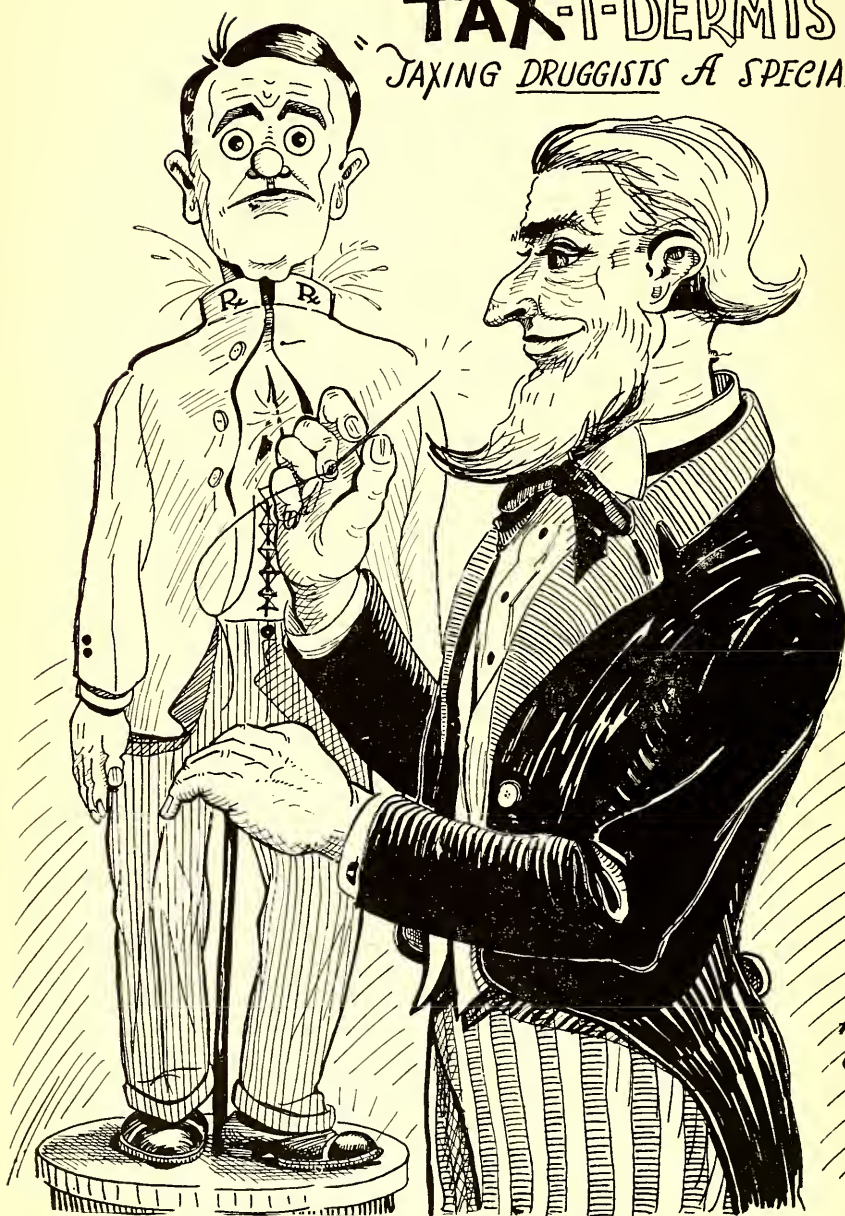
This was replied to stating that the precipitate was probably Sodium Bicarbonate mostly since it is called for in quantity greater than will dissolve in the amount of liquids used. The effervescence is between the Sodium Bicarbonate and both the Magnesium Sulphate and Elixir Lact. Pepsin. The Elixir is acid. Magnesium Sulphate is neutral but will effervesce with Sodium Bicarbonate, the two salts making a clear solution within solubility limits. (It is interesting to note that normal Sodium Carbonate causes precipitation in solution with Magnesium Sulphate—basic Magnesium Carbonate).

(Continued on Page 16)

UNCLE SAM

TAX-I-DERMIST

"TAXING DRUGGISTS A SPECIALTY"



THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

The names and addresses of the T.M.A. members and their respective firms will be printed in the next issue of the JOURNAL. If any members of the T.M.A. have not paid their dues and would like to have their names included in the list, please mail in checks by September 10.

—T.M.A.—

“Billy” Burwell has returned from a fishing trip to Onslow county.

—T.M.A.—

P. A. Hayes and family have been spending some time at Myrtle Beach, S. C.

—T.M.A.—

The following T.M.A. members have been recent visitors to the office of the secretary: Messrs. Sterling Hubbard, W. McElveen, Billy Burwell and J. L. Wear.

—T.M.A.—

The Traveling Salesman

He goes from his home, babies and wife,
And drives in the storms at the risk of his life;
He may sleep on a bunk or sleep in a bed,
But the traveling salesman must keep a clear head.
He'll tell you the truth and deal “on the square,”
No matter how blue or how tough is his fare;
Thus through life, he makes trip after trip,

—T.M.A.—

—T.M.A.—

Spreading cheer and good-will, this
“Knight of the grip.”
He hustles all day looking for trade,
Happy is he with every sale made;
His presence brings sunshine, gladness and joy,
Everyone likes this overgrown boy.
He hustles all day in sun, sleet and cold,
Looking for business, not acting too bold;
He visits a prospect who has a grouch and a sigh,
Who cannot see sunshine in a very clear sky.
He tackles another way down with the blues,
Lands a small order where a large one he'd choose;
He never complains but makes town after town,
Always real cheery never showing a frown.
He locates an optimist with vision and brains,
And lands a large order so all can make gains;
He writes up his orders, and a letter or two,
Then retires to his room both happy, and blue.
He dreams of the time when his travels are o'er,
When he'll be at home with his loved ones evermore;
He fully expects all his dreams to come true,
And he'll be rewarded as becoming his due.

A. ARTHUR RIGGS, U. C. T.
Seattle Council No. 83.

—T.M.A.—

HAPPENINGS OF INTEREST

ALICE NOBLE, Editor

Chapel Hill, N. C.

All Around the State

M. J. Leimkuhler, Reporter

Mr. Paul B. Bisette has severed his connection with Miller's Pharmacy in Wilson and for the past few weeks has been doing relief work for **Mr. N. O. McDowell**, of Scotland Neck, who, we are informed, is sick in the Naval Hospital at Norfolk, Va. Mr. Bisette, will, however, open a new drug store in Wilson on September 5 under the name of Bisette's Drug Store.

Mr. John K. Civil, of Charlotte, has purchased from **Mr. R. F. Holland** the new Plaza Drug Co. on Central Ave. in Charlotte, and is now operating it as the Plaza Drug Store.

Mr. Morrison P. Williams, formerly with the Sterling Drug Co., of Charlotte, has accepted a position with the Boulevard Pharmacy in the same city.

Mr. and Mrs. T. A. Walker, of Charlotte, spent several days at Wrightsville Beach late in July, while **Mr. and Mrs. J. G. Greene** of the Sheppard Drug Co. in the Mecklenburg city enjoyed their vacation at Myrtle Beach, S. C. about the same time.

Mr. J. R. Curtis has opened a drug store in Bessemer City, N. C.

Mr. Harry Moore who was druggist and manager of the Summers Drug Store at Kings Mountain died July 15th. Heart trouble was responsible for his death. He was only thirty-six years of age.

Mr. Charles T. Byerly, formerly of W. H. King Drug Co., is now with Peabody Drug Co., as buyer. He began service July first.

Mr. J. B. Agnew, representative in the Charlotte territory for the United Drug Co., was killed instantly near Asheville on July 12. The burial was at Gibson, the former home of his wife.

Mr. G. L. Nye has purchased the Tugwell Pharmacy at Lillington and will operate it under the name of Nye's Pharmacy.

James M. Hall, of Wilmington, **John D. Hall** and **J. M. Alsobrook**, of Scotland Neck, are incorporators of the Jonjeems Laboratories, Inc., a drug firm to be located in the latter place.

Piedmont Topics

John K. Civil, Reporter

Mr. Jas. P. Stowe has closed the Peoples Drug Store in Charlotte and will devote his time to the four other stores he operates in that city.

Mr. J. S. Rudisill, for the past several years with the Gray Drug Co. in Forest City, has opened a pharmacy of his own in the same town.

Greensboro News

R. A. McDuffie, Reporter

The following Greensboro druggists have managed to slip away from the "rush" of 1932 business for a short vacation: **Messrs. L. W. Jenkins** and "Shorty" **Harden** spent two weeks at Myrtle Beach, while **Mr. Fred Singletary** and family rested up at Wrightsville. **Mr. J. N. Eubanks** spent his vacation with his inlaws in Asheville and **Mr. C. C. Fordham, Jr.** and family vacated at Virginia Beach.

Mr. Floyd Coble is back on the job. He was confined to his home for several weeks on account of illness.

Mr. L. C. Derrick, of Charlotte, has recently purchased the Sunset Pharmacy.

The Cecil-Russell Drug Co. is undergoing extensive repairs. The store was recently damaged by water intended for a fierce fire in an adjoining building. The loss was covered by insurance.

Mr. Clarke Porter is doing relief work in various stores of the Gate City.

Eastern Carolina News

F. L. Bundy, Reporter

Mr. Sam Jenkins, proprietor of the Jenkins Drug Store in Walstonburg, has just

been elected mayor of his town. He has always been very active in the civic and social affairs of the town, and has one of the "most up to date" small town drug stores in the State. He is also chairman of the School Board.

Mr. A. Roy Moore, proprietor of Roy Moore's Drug Stores, Wilson, has sold his No. 2 store to his brother, **Mr. T. J. Moore**. The latter recently passed the Bar examination, and is a full fledged lawyer. He is now fully prepared to meet **Wyche Walker**, **Judge Bowman**, or what have you?

Mr. W. R. Adams, of Angier, has accepted a position with the Palace Drug Store in Goldsboro.

The following druggists have recently enjoyed delightful vacations: **Mr. C. P. Mitchell** and family, of Burlington, spent two weeks at Buckroe Beach; **Mr. Philip D. Gattis** and family were at Nags Head for two weeks; **Messrs. J. E. Johnson**, of Lumberton, and **Fred Dees**, of Burgaw; had a delightful fishing trip on "New River;" **Mr. Bryan Duffy**, of New Bern, was at the Duffy Cottage at Morehead City for two weeks; **Mr. Thornton Hood**, of Kinston, spent his vacation in western N. C.; **Mr. W. Y. Whitley**, of Fremont, reports he caught the largest fish ever caught at Morehead City a few weeks ago—unfortunately the fish got away; **Mr. W. F. Rogers** and family, of Durham, spent the last two weeks in August at Wrightsville Beach; and **Mr. and Mrs. A. C. Cecil**, of High Point have just returned from a vacation and fishing trip to "Paradise Point," where Mr. Cecil has a fishing camp.

It is reported that the Citizens Drug Co., of Zebulon, has been placed in the hands of a receiver.

In a recent issue of the *Chapel Hill Weekly* we find this item:

Members of the force of the Eubanks drug store are visiting New York these days. **Paul Eubanks** returned the other day, and gave such a glowing report on the metropolis that his fellow-worker, **John Holshauser**, set out northward at once.

Mr. D. H. Hood, a long-time druggist of Dunn, was honored recently when one hundred members of the bible class he has

taught for thirty-five years tendered him a barbecue outside of Dunn to celebrate his sixty-second birthday which occurred Aug. 3. The JOURNAL congratulates Mr. Hood on his faithful service as Sunday School teacher and on the completion of sixty-two years of graceful living.

A correspondent tells us that the Ashboro Street Pharmacy, in Greensboro, **Mr. F. S. Petrea** owner, has gone into receivership. No other details were given.

Another drug firm in Greensboro, according to the same reporter is also in receivership. This is the West Market Street Pharmacy.

Mr. John Wooten, who has been with Futrelle's in Wilmington, has just accepted a position with Eckerds in Durham.

Mr. Henry Marston, salesman for the Upjohn Co., is temporarily traveling in the territory surrounding his home town, Kinston. **Mr. Alden Hobbs**, with the same firm, is traveling over the northeastern part of the state with Rocky Mount as headquarters.

Mr. I. T. Reamer, pharmacist at the Duke Hospital, in Durham, has been spending his vacation at his former home in Baltimore.

We have just learned that **Mr. J. S. Ferguson**, of Raleigh, was married recently. We have no details but we extend him our sincerest congratulations.

For Sale

A complete set of drug store fixtures and soda fountain. Nothing else required to open a first class drug store but a stock of goods. Address O. R. Black, Bessemer City, N. C.—Adv.

Mr. A. P. Carswell, of Winston-Salem, has reopened the Boone Drug Co., of Durham, under the name Carolina Pharmacy.

We are delighted to hear that **Mr. J. C. Hood**, of Kinston, is back on the job again after two weeks of confinement that resulted from a serious automobile accident in which he sustained two broken ribs. A tire blew out while he was rounding a curve near Smithfield and this caused him to lose control of the car and it crashed into a telephone pole.

Mr. Jack Temple, of Kinston, is reported to be making good progress towards recovery in the government hospital at Portsmouth, Va., where he has been for some weeks. We are sorry to learn of Mr. Temple's illness and wish for him a speedy return to health.

Mr. Thorton Hood, of Kinston, has been spending a few days in Florida combining pleasure with business that carried him there.

A friend sends in this item of news: "I understand that Oteen, N. C., is to have a new drug store which will open for business the first part of August. It is being opened by a man who is generally known as 'Count Avena.' Mr. Paul Dinwiddie will serve in this new store as prescriptionist."

We are distressed to hear that Mr. F. W. Parker, of Parkers Incorporated, Raleigh, recently suffered a stroke of apoplexy. We later learn with pleasure that he is getting along quite well. Mr. Clement Byrd is in charge of the store during Mr. Parker's absence.

Warrants Drawn

Mr. B. W. Walker, State Board Inspector, reports that on July 14 a warrant was issued for A. L. Overby, of Angier, for operating a drug store without a licensed pharmacist in charge. Trial will be in Lillington. He further reports that a warrant was drawn July 16 against O. R. Wall for operating the Peoples Drug Store at Rowland without a drug store permit and filling prescriptions without a license. Finally he says: "Lumberton, N. C., July 17. Had a snow storm here yesterday and last night Temperature 103°." What is the man talking about?

ADVANTAGES AND DISADVANTAGES OF A MEZZANINE PRESCRIPTION ROOM

(Continued from Page 6)

Every now and then he has to talk over his illnesses with his friend the druggist and it is an absolute advantage to listen to all he has to say, to offer all the sympathy possible, and to agree with him, or else just simply listen. This friend public does not consider it an advantage to have his druggist (or pharmacist) out of sight when he comes in. It is with this friend you do business and make your money so it is an

essential advantage to be "down" with him and not away up above him fixing his medicine. He demands that contact and in many ways he is entitled to it. He came here because he knew you, liked you, liked your way of doing business, had confidence in you, wanted to let you know he came, wants you to let him know you appreciate his coming, and so on. As I see it, the public likes and in a way demands that the prescription department be a main part of "his" store and not a separate department. The disadvantages are, of course, too much freedom behind the prescription counter on the main floor and the occasional watching of the pharmacist filling the prescription by the public, which a great many pharmacists dislike royally. This can be avoided by having the mezzanine prescription department away from the public.

I thank you!

MAKES ASSIGNMENT

(Continued from Page 7)

creditors and had named Mr. F. D. Swindell as assignee. The assets are in excess of \$13,000 and the liabilities are \$8,000. Mr. Tarkenton stated to the reporter that slow business and poor collections were responsible. It seems strange and sad too that Wilson will no longer have a business that we always think of as an intimate part of the town.

SEND IN DIFFICULT PRESCRIPTIONS

(Continued from Page 13)

There appears to be no way to make a clear solution without changing the prescription; therefore the only thing left for the pharmacist to do is to make up the mixture in a mortar and stir until effervescence ceases and attach a "Shake Well" label to the bottle when dispensed unless he wants to ask the doctor to change the prescription.

We appreciate the spirit which prompted the sender of this prescription and hope that every Pharmacist in the State will feel free to send us his prescription problems. We should like to have copies of all prescriptions that are interesting or unusual in any way. They are useful to us in trying to teach Dispensing and on the other hand the School is given an opportunity to render some service to the Pharmacists of the State.

(Signed) Ira W. Rose.

The Proceedings
of the
Fifty-third Annual Meeting
of the
North Carolina Pharmaceutical Association
held in

The Ball Room
The Sheraton Hotel
High Point
North Carolina
June 21, 22, 23, 1932

Also the
Roll of Members
Report of the Secretary-Treasurer of the
North Carolina Board of Pharmacy, together with
List of Registered Pharmacists; also the members
of the Traveling Men's Auxiliary

STENOGRAPHER
ALICE NOBLE
CHAPEL HILL, N. C.

THE CAROLINA JOURNAL OF PHARMACY

Vol. XIV

October, 1932

No. 2

ENTERED AS SECOND-CLASS MATTER JULY 5, 1922, AT THE POSTOFFICE AT
CHAPEL HILL, NORTH CAROLINA, UNDER THE ACT OF MARCH 3, 1879

OFFICERS, COMMITTEES, AND DELEGATES 1932-1933

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PRESIDENT

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A. COKE CECIL.....High Point*

VICE-PRESIDENTS

J. M. HALL, SR.....Wilmington
H. M. COOKE.....Spencer

SECRETARY-TREASURER

J. G. BEARD.....Chapel Hill

ASSISTANT SECRETARY-TREASURER

C. M. ANDREWS.....Burlington

LOCAL SECRETARY

(To be elected)

GENERAL COUNSEL

F. O. BOWMAN.....Chapel Hill

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F. W. HANCOCK, *Sec.-Treas.*.....Oxford
I. W. ROSE.....Chapel Hill
J. G. BALLEW.....Lenoir
W. L. MOOSE.....Albemarle

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J. M. HALL, SR.....Wilmington
H. M. COOKE.....Spencer
J. G. BEARD, *Secretary*.....Chapel Hill
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C. C. FORDHAM, SR.....Greensboro

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J. P. STOWE, *Chairman*.....Charlotte
C. P. HARPER.....Selma
J. C. BRANTLEY, SR.....Raleigh
F. W. HANCOCK.....Oxford
F. F. LYON.....Oxford

RESOLUTIONS

J. A. GOODE, *Chairman*.....Asheville
WARREN W. HORNE.....Fayetteville
C. L. EUBANKS.....Chapel Hill
J. P. STOWE.....Charlotte
A. E. WEATHERLY.....Greensboro

INSURANCE

C. L. EUBANKS, *Chairman*.....Chapel Hill
J. L. SUTTON.....Chapel Hill
J. P. STOWE.....Charlotte

* Mr. Gray died on June 24 and First Vice-President Cecil automatically succeeded to the presidency.

F. O. BOWMAN.....Chapel Hill
S. M. PURCELL.....Salisbury

U. N. C. SCHOOL OF PHARMACY

W. L. MOOSE, *Chairman*.....Albemarle
J. C. BRANTLEY.....Raleigh
C. N. HERNDON.....Greensboro
D. A. DOWDY.....High Point
C. T. COUNCIL.....Durham

MEMBERSHIP†

C. C. FORDHAM, SR., *Chairman*.....Greensboro
J. H. BEST.....Greensboro
J. N. EUBANKS.....Greensboro
C. N. HERNDON.....Greensboro

PAPERS AND QUERIES

R. A. McDUFFIE, *Chairman*.....Greensboro
E. F. RIMMER.....Charlotte
E. C. DANIEL.....Zebulon

TRADE INTERESTS

JOHN K. CIVIL, *Chairman*.....Charlotte
W. C. FERRELL.....Nashville
R. P. LYON.....Charlotte

PRACTICAL PHARMACY AND DISPENSING

I. W. ROSE, *Chairman*.....Chapel Hill
PAUL H. THOMPSON.....Fairmont
MATTIE E. SMITH.....Charlotte

BOARD OF TELLERS

J. F. HOFFMAN, *Chairman*.....High Point
D. A. DOWDY.....High Point
C. A. RING, JR.....High Point

COUNTY LEGISLATIVE COMMITTEE

(A complete list of the County Legislative Committeemen was carried in the September issue of the CAROLINA JOURNAL OF PHARMACY.)

DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION

E. V. ZOELLER, *Chairman*.....Tarboro
I. W. ROSE.....Chapel Hill
J. G. BEARD.....Chapel Hill

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

J. A. GOODE, *Chairman*.....Asheville
J. P. STOWE.....Charlotte
A. A. JAMES.....Winston-Salem

Alternates

C. C. FORDHAM, SR.....Greensboro
C. L. EUBANKS.....Chapel Hill

† Committee must be located in one town convenient to president.

PROCEEDINGS OF THE FIFTY-THIRD ANNUAL MEETING

High Point, N. C.,
June 21, 22, 23, 1932.

FIRST SESSION

Tuesday Morning—The Hotel Sheraton

The fifty-third annual meeting of the North Carolina Pharmaceutical Association was called to order by President A. E. Weatherly, of Greensboro, on Tuesday morning, June 21, at ten forty-five o'clock in the convention hall of the Sheraton Hotel.

The invocation was made by Rev. Roy I. Farmer, Pastor of the First Methodist Church, of High Point.

The convention was formally welcomed to High Point by Dr. C. S. Grayson, Mayor.

Mr. A. Allison James, of Winston-Salem, graciously responded to this address of welcome.

At this point President Weatherly introduced Mr. Capus M. Waynick, of High Point, characterizing him "as a friend of pharmacy and a man whom we all appreciate. He very ably represented us in the last Legislature and was an opponent of the sales tax." (Applause.)

Mr. Waynick extended a welcome to the convention as the spokesman for the local druggists and paid tribute to the fight pharmacists had made against unjust tax measures during the 1931 General Assembly.

Mr. J. A. Goode, of Asheville, expressed the appreciation of the convention for the cordial welcome extended by the local druggists.

The next order of business was the roll call by the Secretary.

Upon the motion of Secretary Beard, the roll call was dispensed with since the registration book recorded the names of all present.

The minutes of the last meeting were called for.

Secretary Beard moved that this order of business be dispensed with since the minutes had been published in Proceedings form and distributed to the members.

(Motion seconded and carried.)

President Weatherly called upon Chairman A. C. Cecil for a report of the Membership Committee.

Chairman Cecil presented an informal report stating that the Committee had given a great deal of study to possible plans for increasing Association membership but it had no recommendations to offer.

Upon the motion of Mr. C. L. Eubanks, seconded by Secretary Beard, the report of the Membership Committee was received with thanks.

Applications for membership were called for, but it was decided to postpone the admission of new members until a later session.

President Weatherly asked Secretary Beard to present the visiting delegates in attendance.

Secretary Beard first introduced Mrs. Bruce Philip, formerly of California, but now of Washington, D. C., expressing the pleasure of the delegates that she could be present and voicing the regret of the members that her husband could not attend also as the official delegate of the N. A. R. D.

In a few gracious words Mrs. Philip congratulated the Association on the large attendance, and expressed Mr. Philip's disappointment over his inability to be present, stating that as there seemed to be a possibility of favorable action on the Capper-Kelly Bill within a few days he deemed it necessary to remain in Washington.

Mr. P. A. Hayes, as delegate from the N. W. D. A., and Secretary Beard, as delegate for the A. Ph. A., extended greetings from these two organizations.

At this point Local Secretary Cecil made several announcements about the entertainment program.

PRESIDENT WEATHERLY: At this time I will turn the meeting over to the Papers and Queries Committee under the chairmanship of Mr. R. A. McDuffie.

PAPERS AND QUERIES

CHAIRMAN McDUFFIE: Your Committee has kept three facts in mind in preparing the program. We wanted it interesting, worth while, and to the point. We have endeavored to confine the papers and subjects for discussion to the practical, workable conditions in the drug business. We will first have a paper by Mr. H. B. Hunter, President of the H. B. Hunter Co., of Norfolk, Va., on the "Beneficial Effects of the National Food and Drug Act on Carbonated Beverages."

BENEFICIAL EFFECTS OF THE NATIONAL FOOD AND DRUG ACT ON CARBONATED BEVERAGES*

By H. B. HUNTER

Prior to the passage of the Food and Drug Act of 1906 beverages frequently contained glucose and saccharine as sweetening agents in place of sugar, and almost any kind of artificial colors were employed as well as various chemical preservatives. The Act prohibited the use of all preservatives in food and beverages. The framers soon found they had gone too far, as harmless preservatives were greatly needed in some kinds of foods, principally beverages. Therefore, the Act was amended so as to permit the use of Benzoate of Soda. Shortly after the National Food and Drug Act was passed most of the States enacted similar laws. Likewise, when the national law was amended the several states, with the exception of North Carolina and Wisconsin, made corresponding changes in their statutes. Since Benzoate of Soda is harmless and is of great service in preventing spoilage of fountain syrups and fruits, pharmacists should make every effort to have the State Law in this regard amended so as to make it conform to the national one.

Chairman McDuffie next called upon Mr. Parke C. Stratford for a paper on "The Advantages and Disadvantages of a Mezzanine Prescription Room."

THE ADVANTAGES AND DISADVANTAGES OF A MEZZANINE PRESCRIPTION ROOM†

By PARKE C. STRATFORD

Mr. Stratford outlined in a brief way some of the problems that arise when a pharmacist contemplates re-arranging his store or plans to open a new one. He then considered the question of whether or not the prescription department should be on the main floor or on the mezzanine. He took up in detail the following four points which he believed of paramount importance in choosing the location for the prescription department: (1) the convenience of the department to doctors and patrons; (2) the most expedient and proper location for the particular store; (3) the location most suitable for the welfare of the pharmacist on duty; and (4) the value to the pharmacist of holding contact with the public.

Mr. C. N. Herndon was asked to talk on "Some Things I Think Should be Taught in Pharmacy Schools."

SOME THINGS I THINK EVERY DRUGGIST SHOULD KNOW

By C. N. HERNDON

Mr. Herndon stated that he had decided to change his subject from the one scheduled to "Some Things I Think Every Druggist Should Know." He laid stress on the necessity for a clerk's knowing how to do such simple things as charging items, writing business letters, approaching customers, wrapping packages, etc. A clerk should find out what his customer is interested in, his name, etc. The present-day druggist must be able to talk intelligently about the drugs and the goods he handles. "We are dealing with a public today different from that of years ago. We are dealing with a highly educated people." In conclusion the speaker spoke at some length about counter prescribing.

DEAN BEARD: Although I have enjoyed Mr. Herndon's talk very much I wish that he had kept his original subject. The

* This paper will be printed in full in an early issue of the CAROLINA JOURNAL OF PHARMACY.

† This paper appeared in the September issue of the CAROLINA JOURNAL OF PHARMACY.

School of Pharmacy at the State University welcomes very heartily any constructive criticisms, particularly those offered by members of this Association. The School is your School; it was created by you; it is maintained by your taxes, and when we lose your sympathy we lose a great opportunity to do a very useful work. Instead of resenting criticism we want our errors pointed out for we know we are human and liable to make mistakes. In setting up our new four-year course we have thought of three kinds of retail pharmacists and have endeavored to provide the specialized training each group requires: First, we have the course for the retail pharmacist that abounds in a great many practical subjects; second, there is the course for the manufacturing group which will not concern itself with commercial subjects but will concentrate on manufacturing problems; and third, there is the course for the group going into hospitals as technicians, or who expect to apply for positions in the U. S. Public Health Service. There are certain fundamental subjects common to all three groups and so for the first two years the course for every student is identical. At the beginning of the third year, however, the student must decide on the kind of work he wants to take. We have worked on these courses constantly for the past year: we have sought advice everywhere. Of course, we hope to improve on our curricula every year but in our judgment the schedule is the best we can frame at present. (Dean Beard then outlined in detail the content of the curricula.)

The next paper was by Mr. C. C. Seawell on "Chain Stores versus Independents."

CHAIN STORES VERSUS INDEPENDENTS*

By C. C. SEAWELL

The speaker stated that he had worked for chain stores and independents and would not say which he considered best. He took up the buying and selling methods of both groups. The various departments of the drug store were discussed, and the question

of special sales mentioned. In conclusion the speaker outlined "briefly the things the chains do better than the independent."

CHAIRMAN McDUFFIE: We are interested in the systems individual druggists employ and so I am going to call on Mr. Goode to tell us about the sales plan he has adopted in his Asheville drug store.

THE SYSTEM IN OPERATION IN MY STORE

By J. A. GOODE

At the outset Mr. Goode laid stress on the benefit derived from attendance at annual meetings. "I can think of no better investment a man can make than coming to the State Association convention each year." He next went into the subject of national advertising and its growth within the past decade, as well as its effect upon the retail druggist. Continuing, he said, "the manufacturer of the future is the man who sees that the retailer makes a profit." Mr. Goode then took up the sales policy employed in his store. "Because I had to pay the rent I had to do something about my business. I had a cash, a charge, and a delivery business—60% was cash and 40% charge. I felt it was necessary to have a uniform price policy; I must serve my customer as economically and as efficiently as my competitor. Here is the policy we adopted: we guarantee that our price is as low as the advertised price of our competitor. The price is plainly marked on each item. When a purchase is charged, ten per cent. is added to the cash price. There is an additional delivery charge of ten cents. Accounts must be paid by the fifth of the month or they are closed. In 1931 we enjoyed a 14% increase in our business and so far in 1932 there is a 9% decrease over 1931." Continuing Mr. Goode said, "Every new man in my store must learn it thoroughly before he is assigned to his duties; if he doesn't know what is in my store I lose on my investment." People must not get the idea your store is too expensive to deal with. If they don't come in your store you can't sell them. Learn something about your business. "Your prob-

* This paper will be printed in full in an early issue of the CAROLINA JOURNAL OF PHARMACY.

lem is an individual one. It is impossible to give you a formula. I would say, however, to every druggist today if you will go back to your business clean it up, establish a better inventory, you can start off at a profit."

Mr. E. F. Rimmer was called upon for a paper on "Selling for Cash."

SELLING FOR CASH—IT CAN BE DONE. WHEN, AS AND IF*

By E. F. RIMMER

Mr. Rimmer stated that his paper was an answer to the question of whether or not it is possible for the modern drug store successfully to change from a credit to a strictly cash basis. He is confident that it can be done *if* the proprietor has the courage to put the plan into operation, *when* he has given his customers due notice, and *as* a scheduled plan of action dictates. He then showed how the cash plan had been successfully operated in his store since it was inaugurated on January 1, 1929.

At this point Mr. Goode introduced Mr. N. F. Reiner, formerly manager of sixteen stores in Rhode Island, but now representative in North Carolina of the American Druggists Fire Insurance Co.

Mr. Reiner stated that he had been particularly interested in Mr. Rimmer's paper as he had always conducted a cash business and was a firm believer in the plan.

At this point Chairman McDuffie called for a discussion of the new federal taxes. This discussion was participated in by Messrs. C. L. Eubanks, A. A. James, J. A. Goode, H. B. Hunter, and others. It was generally felt that the manufacturers should absorb the taxes, but no definite action was taken at that time as Mr. Goode mentioned that a resolution would be presented covering the matter when the Resolutions Committee made its report at the Fourth Session.

President Weatherly read the following letters:

* This paper was printed in full in the August issue of the CAROLINA JOURNAL OF PHARMACY.

Elm City, N. C.,
June 17, 1932.

Mr. Earl Weatherly,
Greensboro, N. C.
Dear Sir:—

The Wilson County Druggists at a called meeting yesterday agreed to collect a tax of one cent on each soda drink after June 21; also the 5 and 10 per cent cosmetic tax. Mr. J. G. Beard is to be notified and I decided to inform you so that you might consider same for the Association.

Hoping you have a good meeting, I remain,

Yours truly,

(Signed)

H. G. WHITE.

Rocky Mount, N. C.,
June 21, 1932.

Mr. F. O. Bowman,
High Point, N. C.

Dear Mr. Bowman:—

The Rocky Mount Association of Retail Druggists met yesterday and unanimously adopted the following resolution, and respectfully requests that this resolution be presented to the North Carolina Pharmaceutical Association at their meeting in High Point this week with the request that they ask other State Associations to go on record as favoring same:

"RESOLVED, That, in view of the fact that the Coca-Cola Company has made no reduction from war time prices and that the Government has recently imposed a tax of 6c per gallon on Coca-Cola syrup, we respectfully ask the Coca-Cola Company to absorb this tax so that the retailers will not be forced to advance their price to 6c. This tax, combined with the tax on carbonic gas and electric current, will make it almost imperative to make this advance unless the tax is absorbed by the Coca-Cola Company."

With best wishes, I am,

Very truly yours,

(Signed) M. P. DAWSON, *President*
Rocky Mount Association of Retail Druggists.

PRESIDENT WEATHERLY: I feel satisfied that I voice the sentiments of the Association when I express our heartfelt appreciation to Chairman McDuffie and his Committee for the program just presented. It is one of the most delightful and instructive we have ever had. I wish to thank the Committee most sincerely for their help. (Applause.)

Upon motion the meeting adjourned.

SECOND SESSION

The second session of the convention was called to order by President Weatherly at 2:30 o'clock on Tuesday afternoon.

The Secretary read telegrams of greeting

from the South Carolina, Kentucky, West Virginia, and Virginia Associations; also telegrams from Mr. W. Bruce Philip, regretting that he could not attend the meeting and from President John W. Dargavel, of the N. A. R. D., expressing best wishes for a successful convention and pleading for a larger membership from North Carolina in his organization; also communications from Messrs. Polk C. Gray, J. C. Hood, J. M. Hall, Sr., and Paul Webb, Sr., conveying best wishes and expressing regret over their inability to be present at the meeting; and, finally, a letter from Mr. William Niestlie tendering his resignation as member of the Association on account of continued ill health and because his sickness prevented his practicing his profession.

SECRETARY BEARD: Mr. Niestlie has been a member of the Association since 1887, and a practicing pharmacist for over fifty years. It would not seem like an Association meeting if there was not some word of greeting from him. In addition, he always sends us

a basket of Venus Fly Traps. He loves the Association as few among us do. We would be honoring ourselves by making him a Life Member and so I would like to move that Mr. William Niestlie, of Wilmington, be made an Honorary Life Member of this Association.

The motion was seconded by Mr. Sam E. Welfare and unanimously carried.

The report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association was called for.

SECRETARY-TREASURER'S REPORT

SECRETARY-TREASURER BEARD: I have the honor to submit in the following pages my report for the fiscal year ending June 1, 1932. As usual it is divided into two parts: (1) a summarized financial statement extracted from the full record that has been examined by the Executive Committee; and (2) a general report covering other matters affecting other features of my official duties.

FINANCIAL STATEMENT COVERING THE YEAR ENDING JUNE 1, 1932

RECEIPTS

Cash Balance from 1930-31	\$1,675.30	
Securities on Hand from 1930-31	300.00	
Dues:		
Old Members	\$3,758.00	
New Members	231.00	3,989.00
Registration Fees and Interest Returns		589.67
Total Receipts		\$6,503.97

DISBURSEMENTS

Salaries:		
F. O. Bowman	\$2,400.00	
J. G. Beard	500.00	
Alice Noble	1,400.00	
C. M. Andrews	50.00	\$4,350.00
Postage, Telephone and Telegrams		87.30
Traveling Expenses:		
J. G. Beard—Delegate A. Ph. A. Meeting	96.07	
F. O. Bowman	502.78	598.85
Printing, Engrossing and Mimeographing		26.14
Miscellaneous:		
J. B. Clower:		
Hotel Bill	\$ 5.00	
Traveling Expenses	37.06	42.06
N. A. R. D. Dues		25.00
Premium on Treasurer's Bond		7.50
Office Supplies		6.30
A. C. Cecil, Registration Fees	216.50	
Flowers—J. H. Hardin	8.00	305.36
Total Disbursements		\$5,367.65

ON HAND

Securities	\$ 300.00
Certificate of Interest-Bearing Deposit	836.32
Total Assets	\$1,136.32

Received itemized vouchers authorized and audited by the Executive Committee and approved by President Weatherly are attached to this report. There is also attached a certificate of deposit to cover cash balance on hand.

This report has been examined, approved and audited by the Executive Committee sitting in session June 20, 1932.

(Signed) CLYDE EUBANKS,
WARREN W. HORNE,
C. M. ANDREWS.

Comments on Financial Statement

It seems desirable to draw several conclusions from the above report based on comparative figures for the past few years. On June 1, 1929, I reported for the year just closing that dues collections amounted to \$5,547, disbursements were \$4,948, and cash balance was \$3,081. A year later, in 1930, dues brought in \$4,637, disbursements were \$5,779, and cash in hand was \$2,396. In 1931 dues totaled \$4,270, expenditures were \$5,537, and balance in bank was \$1,675. This year the amount from dues has been \$3,989, disbursements were \$5,367 and the cash balance of \$836 is at the lowest point since 1925. Thus we see that the reduced collections from dues have reduced our balance in three years by \$1,500 in spite of the fact that our expenditures over this period have been lessened by \$400.

The situation in respect to members owing dues is as follows:

176 owe for one year	\$1,308.00
126 owe for two years	1,334.00
99 owe for three years	2,067.50

Thus we see that 401 members owe the Association a total of \$4,709.50. We further see that the 99 members who owe for three years are indebted to a greater extent than either the one year or the two year group. An analysis of the 99 members in arrears for three years shows that a great majority of them are either out of the drug business or are no longer residing in this State and thus have lost their interest in the Association although none has sent in a resignation. It is to be doubted that any material sum can be collected from this three-year group and in accordance with custom they will be dropped before the publication of the next Proceedings. It has been our policy for several years to wait until the completion of the summer canvassing trip before dropping any person in arrears to give full opportunity to get such debtors in good standing. It is important to bear in mind that our collections held up comparatively well last year in spite of the depression, but frankness compels the assumption that the situation will be less favorable during the coming year.

Membership

The membership roll on June first of this year is as follows:

Regular Members	733
Associate Members	34

Charter Members	5
Life Members	32
Honorary Members	9
Total	863

At the same time last year the number was 890. Thus there is a drop of 27 members during the year.

The following members have died during the year:

Clement L. Lawrence, Asheville, September 13, 1931.

Drayton Wolfe, Lincolnton, October 10, 1931.
Walter E. Hutchins, Winston-Salem, January 10, 1932 (Associate).

William Bryant Phillips, Goldsboro, April 5, 1932 (Associate).

John Haywood Hardin, Wilmington, May 30, 1932 (Charter Member).

The following members have resigned during the year:

Van Wyke B. Elkins, Greensboro, October 1, 1931.

T. L. Gardner, Reidsville, October 15, 1931.

Pinckney Lawson Trotter, Pilot Mountain, October 15, 1931.

Henry Ebenezer Rees, Salisbury, October 16, 1931.

The following members, 49 in number, were dropped for non-payment of dues for three years:

Regular Members

Ray McClaine Adams, La Grange.
Edwin Wilmer Barnes, Nashville.
John Aldin Betts, Hendersonville.
Oscar Daniel Biddy, Washington, D. C.
Brem Bonner, Lenoir.
Robert Bonner, Valdese.
Ellie Burton Bristow, Rockingham.
Newton Brown, Asheville.
Germain Bernard Cheek, Durham.
Henry Grady Coleman, Durham.
Richard Alexander Ellington, Madison.
Thomas Bell Fearington, Asheville.
Raiford Thomas Fulghum, Kenly.
Fitzhugh Lee Furr, Floyd, Va.
Rawley Galloway, Raleigh.
John McCullough Hutchinson, Charlotte.
Laurance Munsey Ingram, High Point.
Francis Gillam Jacobs, Elizabeth City.
Joseph Van Jenkins, Asheville.

John Robertson Kelly, Greensboro.*
 Edward Harris Layden, Lexington.
 O. D. McBane, Pittsboro.
 Joseph Wheeler McKay, Hazelwood.
 Charles Baynor McKeel, Columbia.
 Matthew Tyson Yates McManus, Winston-Salem.
 Alvie Omega Mooneyham, Asheville.
 Norman Morrow, Gastonia.
 Thomas Lee Mullen, Charlotte.
 Dave S. Nye, Conway, S. C.
 Edward Stuart Pugh, Windsor.
 E. F. Redding, Lucama.
 William Charles Reedy, Henderson.
 W. M. Sally, Asheville.
 Marks Brown Sloop, China Grove.
 James Matthew Smith, Asheville.
 William Wesley Smith, Tampa, Fla.
 Charles Dennis Stowe, Asheville.
 Ralph James Sykes, Greensboro.
 Albert Johnson Thompson, Badin.
 John Andrew Trent, Danville, Va.
 Almond Percy Westbrook, Elizabethtown.
 Lee A. Wharton, Gibsonville.
 Herbert William White, Fayetteville.
 Thomas Franklin Williams, Salisbury.
 Carl Wolfe, Hickory.
 Isaac Louis Zuckerman, Durham.

Associate Members

P. E. Gibson, Hendersonville.
 James Grey Vick, Fayetteville.
 Jefferson Carl Wagner, Rochester, Pa.
 The names below, 30 in number, are new members added to the roster during the year:

Regular Members

William Henry Blauvelt, Asheville.
 Harry Ranson Bobst, Hendersonville.
 Alva Brock, Charlotte.
 Bonnie Curlee Brown, Troy.
 Charles Macbeth Cain, Henrietta.
 E. F. Glenn, Fayetteville.
 Sam Cannady Hall, Oxford.
 Robert Glenn Kale, Winston-Salem (Beal Prize).
 Everett Loftus Kritzer, Salisbury.
 Archie Alva Koonts, High Point.
 Benjamin Frank McMillan, Jr., Lumberton.
 George Edgar Matthews, Fayetteville.
 Clarence Mason Miller, Rose Hill.
 Bernice Culbreth Moore, Rocky Mount.
 George Frank Murr, Thomasville.
 Leland Fredrick Parrish, Wilson.
 W. A. Ratley, Laurinburg.
 Odell K. Richardson, Sylva.
 Lewis Edward Scoggin, Jr., Louisburg.
 Dean Tainter, Marion.
 Joseph Thames Usher, Greensboro.
 John Cornelius Walton, Marshall.
 Frank Bundy Whitaker, Gastonia.
 Elliott Sylvester White, Burlington.
 William Garner White, Charlotte.

Associate Members

James Frank Carrigan, Salisbury.
 T. W. Griffin, Statesville.

* Deceased.

Lon D. Russell, Greensboro.

S. M. Macfie, Brevard.

Fred Pass, Hayesville.

One new life member has been secured. He is William Winston Wiggins, Raleigh.

Proceedings

The minutes of the last meeting were printed in the CAROLINA JOURNAL OF PHARMACY for October, 1931, and mailed to every member and to other parties concerned. This Proceedings number also carried the Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, a list of the members of the Association, of the registered pharmacists and registered drug stores in North Carolina, and of the members of the Traveling Men's Auxilliary.

Legislation

Every legitimate effort has been exerted by my office on the members of Congress from North Carolina to persuade them to vote in a manner favorable to our interests. These efforts have taken the form of personal conversations, numerous letters, and frequent telegrams. The greater number of our representatives favor the Capper-Kelly Bill and practically all were opposed to any form of national sales tax.

May I depart from the usual form of such a report as this to insist upon the importance of our membership beginning now a campaign to educate the new members of the Legislature to the problems that face the retail drug business. We are all prone to wait until the Legislature is in session and until bills affecting us adversely are introduced before beginning any sort of general work. The only effective plan of campaign against adverse legislation is to anticipate it well in advance and to work individually upon legislators while they are at home and have plenty of time, free from distractions, to give thoughtful attention to our needs and conditions. I urge, therefore, the participation of every member in a movement designed to have every representative in the next General Assembly thoroughly familiar with the drug trade problems before any of them assemble in Raleigh. The Association has heretofore always worked intensively and intelligently to handle developments while the Legislature was in session, but such work will be simpler and vastly more successful if each member will personally interview his legislator and educate him to see the crucial conditions that make additional taxation or restrictions unbearable and a partial lifting at least of the load a legitimate act of fairness.

District Plan

I wish to commend to your thoughtful attention the plan President Weatherly has just presented for dividing the State into districts for the purpose of bringing closer together and into unified action the scattered forces of our membership. If such a plan is adopted and receives the whole-hearted coöperation it deserves the benefits accruing therefrom will be obvious and valuable. County organizations for reasons that need not be dwelt

upon, fall short of the success possible when a greater group in a larger plan can meet together conveniently and regularly to act upon problems that arise during the interim between annual meetings of this Association.

An Historical Collection

The members will doubtless be interested to know that the School of Pharmacy at the University of North Carolina has added in its hallways and auditorium a collection of twenty-nine greatly enlarged and framed photographs of the men who organized and directed the North Carolina Pharmaceutical Association from its founding to the present time. Framed with each photograph is a printed card giving the name of the subject and his connection with this organization as well as any statements bearing upon his life or achievements. The collection of photographs has attracted a great deal of attention because of its uniqueness. The originators of the idea recognized that the School of Pharmacy came into being through the instrumentality of the North Carolina Pharmaceutical Association and has enjoyed a successful career largely because of the sympathetic support the Association has always extended. In appreciation of this support the School decided to adorn its walls not with international figures such as Galen, Serturmer, or Dioscorides, or even with national characters such as Proctor, Maisch, or Remington, but to pay its tribute to the Simpsons, Nadals, and Hornes who have made an indelible impress upon the drug life of this State. Thus to its own home folks with whom it feels very close and whose memory it desires to perpetuate the School of Pharmacy has established a simple gallery interesting to the present generation of pharmacists and an inspiration to students as they are passing through their formative and impressionable years.

All of which reminds that the Secretary's office has collected for its archives a complete record of each member who has played even a minor part in the Association's history—a record that embraces photographs and exhaustive biographical data of some hundred odd persons. This work is the patient accomplishment of Miss Alice Noble and will become increasingly valuable as the years wear on and other records become lost or forgotten.

Board of Pharmacy Appointment

Following the usual custom, I notified his Excellency Governor O. Max Gardner of the election by the Association of Dr. Edward Victor Zoeller, of Tarboro, as a member of the North Carolina Board of Pharmacy to succeed himself. In accordance with this request the Governor commissioned Dr. Zoeller as an examiner for a term of five years beginning April 28, 1932.

Balloting by Mail

Within twenty-four hours after the Wrightsville Beach meeting adjourned all voting sheets had been mailed out to the members that listed the nominees for the various elective offices in the

Association. These ballots were returned by the members to President Weatherly and were counted by a Canvassing Committee composed of Messrs. W. M. McKinney, R. A. McDuffie, and C. C. Fordham, Jr., all of Greensboro. The results were announced as follows: *President*, Polk C. Gray, Statesville; *First Vice-President*, A. Coke Cecil, High Point; *Second Vice-President*, J. M. Hall, Sr., Wilmington; *Third Vice-President*, H. M. Cooke, Sr., Spencer; *Secretary-Treasurer*, J. G. Beard, Chapel Hill; and *Member of the Executive Committee for a Three-Year Term*, C. C. Fordham, Sr., Greensboro.

Delegate to Association of Secretaries

In accordance with your instructions of last year I attended the Miami convention of the National Conference of Pharmaceutical Association Secretaries and had the honor to preside over the group at its sessions. Matters of vital concern to pharmaceutical organizations were discussed exhaustively and several constructive plans calculated to improve the workings of state associations were perfected that will bear fruit this year and hereafter. I also acted as the delegate from this Association to the American Pharmaceutical Association.

Conclusion

I have often wished it were possible to bring out in an annual report a record that would show the amount of work and activities that go on through the Secretary's office during the course of a year, but such a large bulk of it consists of little, hidden, intangible things, necessary and important but individually not subject to classification, that to catalogue it all would be boring and yet perhaps would afford ample justification for the continued coöperation and support that the office has regularly received.

In conclusion I wish to thank the members for the confidence they have imposed in me over a twenty-year period; to acknowledge my appreciation of the cordial coöperation that President Weatherly and the other officers have shown me during their tenure of office; to speak appreciatively of the efficient assistance that Miss Noble has rendered me during this and previous years; to call attention to the able manner in which Local Secretary Cecil and the druggists of High Point have prepared for this convention; and also to thank those several friends and counsellors who have made the work of the year pleasant and, I hope, fruitful.

The Association faces a year that is fraught with many possibilities of trouble and at perhaps no time in its history is it so in need of the whole-hearted support of each individual member. May I, therefore, plead for this support, and speaking out of twenty years experience say that only if it is given can the organization achieve its full measure of attainment.

Respectfully submitted,

(Signed) J. G. BEARD,
Secretary-Treasurer.

(Applause.)

Upon the motion of Mr. Cecil, duly seconded by Mr. Hancock, the report of the Secretary-Treasurer was accepted with thanks.

SECRETARY BEARD: I would like to mention at this time a very generous gift by the Woman's Auxiliary, through Mrs. F. W. Hancock, of \$150 to the Student Loan Fund of the State University, to be used exclusively in helping pharmacy students in need of financial assistance. The University is exceedingly grateful to the Auxiliary and to Mrs. Hancock for this gracious gift.

President Weatherly called for the report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

First Meeting

The newly installed Executive Committee held its first meeting immediately following the adjournment of the Wrightsville Beach convention. The following members were in attendance: Messrs. A. E. Weatherly, W. W. Horne, C. L. Eubanks, G. K. Grantham, Sr., and J. G. Beard. The Committee organized itself in the usual manner by electing the president, Mr. Weatherly, as chairman, and the secretary-treasurer, Mr. Beard, as secretary of the newly organized committee.

The budget for the coming year was carefully drawn up and follows in all important particulars the budget in effect in 1930-31.

Mr. Bowman was re-appointed general counsel for the Association and was requested to make his usual canvassing trip to collect dues and secure new members. Mr. C. M. Andrews was re-elected assistant secretary-treasurer and Miss Noble as associate secretary. The same salaries were authorized for these appointees as applied during the previous year.

Mr. A. C. Cecil was elected Local Secretary. It was decided that the date for the next meeting and the election of an official headquarters hotel would be deferred until a later meeting of the Committee. (Action in this regard was taken by mail vote on November 10, 1931, following conferences by the Secretary with High Point officials.)

Various matters pertaining to the Association were discussed and special emphasis was laid upon maintaining a satisfactory treasury balance and membership ratio but no definite action was taken.

The Committee adjourned to hold a later meeting in the fall or earlier if Association affairs require Executive Committee action.

Second Meeting

The second meeting of the Executive Committee was held in the Sheraton Hotel, High Point,

on the evening of June 20, 1932, with Messrs. Weatherly, Eubanks, Horne, and Beard present. Sitting with the group were Messrs. Fordham and Cecil of the incoming Executive Committee.

The main questions discussed related to balancing the budget and to a possible reduction in the amount of the annual dues. No final action was taken pending a joint meeting of the Executive Committee and the Board of Pharmacy to be held on the afternoon of June 21.

A committee consisting of Messrs. Eubanks, Horne, and Andrews was appointed to audit the accounts of the Secretary-Treasurer. This Committee later reported that the audit found the books to be correctly kept.

It was moved by Mr. Cecil, and seconded by Mr. Fordham, that the T. M. A. members be excused from the payment of the registration fee but this exemption does not apply to their wives and guests who are expected to pay the regular fee. This motion passed.

The Committee adjourned at 10:45 p.m.

Third Meeting

At the second meeting of the Executive Committee it was decided to ask the members of the Board of Pharmacy to meet with the Executive Committee in joint session and this meeting was held on Tuesday afternoon, June 21. Present from the Executive Committee were Messrs. Fordham, Eubanks, Horne, Weatherly, Grantham and Beard, and from the Board Messrs. Zoeller, Hancock, Rose, Ballew, and Moose.

The Committee explained to the Board members that the Association had not been able to balance its budget for three years and as a result had steadily eaten into its cash reserve and had brought it down to a dangerously low point. The Committee felt that by reason of the \$14,000 cash balance in the hands of the Board Treasurer that the Board could safely and legitimately assume the salary of Attorney Bowman and by using him as Counsellor, as representative to the Legislature, and as part time inspector would be well within legal rights in so doing. After considerable discussion the Board members asked permission to consult among themselves as to the feasibility of such a course and shortly afterwards reported that they could not see their way clear to assuming any part of Mr. Bowman's salary.

The meeting adjourned.

Respectfully submitted,

(Signed) J. G. BEARD,
Secretary.

Upon motion the report of the Executive Committee was accepted with thanks.

At this point President Weatherly appointed the following committees: *Nominating*: Messrs. Warren W. Horne, *Chairman*, E. C. Adams, A. A. James, C. L. Eubanks, C. C. Fordham, Sr., E. F. Rimmer, and J.

G. Ballew; *Time and Place of Next Meeting*: Messrs. J. P. Stowe, *Chairman*, R. A. McDuffie, and G. K. Grantham, *Sr.*

Mr. C. C. Fordham was called to the chair while the President's Address was being read.

PRESIDENT'S ADDRESS

PRESIDENT WEATHERLY: *Mr. Chairman, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

Serving as president of the North Carolina Pharmaceutical Association has been one of the greatest honors of my life. The experience has been a most enjoyable and interesting one and it has kindled in me a warmer feeling for my fellow-druggists than ever before. It is with sincere and humble appreciation that I acknowledge this honor that you conferred upon me.

In the beginning I want to thank the city of High Point, whose guests we are today, for its friendly hospitality. Certainly no finer place could have been selected for our convention. To the local committees I extend sincere thanks for their successful efforts in arranging such a delightful program that will divert our minds from the business perplexities we have been enduring and bring us joy and entertainment.

At this time may I pay a special tribute to our Secretary, J. G. Beard, and to his assistant, Miss Alice Noble. These two have labored untiringly during the past year for our Association. It has been my privilege to observe their work very carefully, and certainly they comprise a force that is a great factor in making our Association one of the outstanding ones in the country. I also commend our attorney, Mr. Bowman, for his fine legislative work during the past year.

To the Traveling Men's Auxiliary I wish to express our appreciation for the fine coöperation they have always given in Association work, and also for the friendship extended by its members to the druggists of North Carolina during the past year. Let me likewise extend thanks to the drug jobbers of North Carolina and to the manufacturers for extending their indulgence to our druggists during these days of perplexing financial situations. Let me extend thanks to the pharmaceutical houses for maintaining their high ethical standards and for their systems of detailing the physician, which reverts so beneficially to the druggists. Let me condemn certain enterprises that encourage physicians to dispense their own medicines and eliminate the druggist. We should be keenly alert to this situation.

U. N. C. School of Pharmacy

I extend congratulations to the School of Pharmacy at the State University on the new four-year course leading to the degree of B.S. in Pharmacy. This is a great step forward and Dean Beard and the Faculty should be especially

commended as the above is a result of their efforts. The School of Pharmacy at the University should merit the interest of every druggist in North Carolina.

Sometimes we older druggists are prone to criticize the young pharmacy graduate. We expect him to measure up to our own standards that have been acquired by years of experience. Let's give these young graduates our every consideration, and remember that each of us had to receive someone's tolerance in order to acquire our practical knowledge and application which only experience teaches.

The Visitation Committee

I heartily endorse the Visitation Committee that was created last year to visit the School of Pharmacy at the University annually and make its comments and criticisms. This Committee will be changed each year and will prove of tremendous value in giving to the druggists of North Carolina an insight into the great work this institution is doing.

Unemployment

Present day conditions have made it necessary for us to reduce overhead expense in our stores to a minimum. As a result a large number of registered pharmacists have been thrown out of employment in North Carolina. Let me appeal to proprietors to give the registered man or men who are employing every consideration before dispensing with his or their services. It may be necessary to reduce their salaries but give them the opportunity of remaining in your store in preference to some new and inexperienced clerk. The registered man has spent his time and money in preparing himself for his profession and most certainly he should be given the preference. I appeal to you to stick to your brother pharmacists during this chaotic period.

Districting the State

Never before in the history of pharmacy have druggists had so many problems to solve. Never before have we so needed to strengthen the North Carolina Pharmaceutical Association to the point where our power will be more greatly felt than ever before in North Carolina. In order to do this our Association must have greater coöperation from its members. A few enthusiastic members can never make our Association attain the power it should have. We should be open to suggestions for building up the Association. Our plan of organization should be one that is in a position to cope more efficiently with modern day problems.

Due to the geographical proportions of our State, our members in the eastern part of the State lose some of their enthusiasm when an annual meeting is to be held in the western section, and vice-versa. We should have closer coordination of the members of our Association. With this thought in mind I offer the following suggestion:

(1) That the North Carolina Pharmaceutical

Association be divided into four districts, District No. 1 embracing all territory west and south of a line between Sparta and Shelby; District No. 2, all territory lying between the line just mentioned and a straight line drawn from Reidsville to Wadesboro; District No. 3, the territory east of District No. 2 to a line starting with Warrenton, thence to Rocky Mount, Wilson, and Goldsboro, thence westward to and including Fayetteville and south to Fairmont; District No. 4, the country east of this line.

(2) That four vice-presidents be elected, one from each district, candidates for vice-president to be selected by the Nominating Committee and elected by the mail ballot system at the same time and in the same manner as the president is elected. The vice-president from each district shall preside over his district meeting, the last of which should be held about two months before the annual meeting of the State Association.

(3) That the State Association allow each district \$25.00 for the expenses involved in mailing out letters, notices, etc., and the balance of the expense to be taken care of by a registration fee from its members and by donations.

To my mind some of the results from the above arrangement would be as follows:

(1) It would give our members a chance to discuss problems existing in their immediate vicinity. (2) It would increase friendliness, coöperation, and coördination among druggists in neighboring towns. (3) It would create a greater enthusiasm and interest among members in the annual meeting of the State organization and unquestionably stimulate a greater attendance at the annual meetings. (4) It would serve as excellent training for vice-presidents who would be potential candidates for presidents. (5) It would allow members in all parts of the State the opportunity of attending a meeting in the interest of pharmacy and stimulate an interest in members who heretofore have not been interested in Association work.

I heartily commend this plan to you and trust you will give it your careful consideration.

The Next State Legislature

The fight against discriminatory and confiscatory taxes imposed on the drug trade, which has been singled out to bear more than its share of taxes, is not ended. Most probably at the next meeting of our State Legislature we are going to have to wage another fight against some form of Luxury Tax. To be compelled to endure a state tax of this nature, together with the Federal Excise Tax recently imposed on the drug trade, would be unbearable to our profession. Let's begin this fight now and not wait until the crucial moment. We should impress upon our legislators the unfairness of such a method of taxation on the drug trade. I urge the druggists of North Carolina not to stand idle or be indifferent to the issue. We must get into politics for our own protection and salvation. We must perfect our Association politically to the extent that its weight

will be more greatly felt on our legislative bodies.

I also want to urge you to use your influence with our state legislators to effect a program of economy in our state government. I do not advocate any rational action in this respect, but a safe and sane program of economy in government would help eliminate the possibility of an increased general sales tax or a luxury tax.

Attempts are always made by some of our legislators to give some unregistered person or persons a license as a pharmacist, who cannot meet the requirements provided for by our laws. We have been successful in defeating all such proposals thus far, and we should continue to oppose vigorously such action.

Another issue that will most likely come before the next meeting of the State Legislature is the modification of the prohibition laws, namely, the Turlington Act, so as to permit the sale of medicinal whisky by drug stores in accordance with the Federal Prohibition Laws. I will not attempt to advise you which course you should pursue on this issue. Instead, I will point out to you a few facts that should be seriously considered.

1. That whisky unquestionably occupies a place among medicines.

2. That whisky is being procured illegally and used for medicinal purposes.

3. That legalizing whisky through the drug stores in North Carolina would immediately stimulate a greater number of drug stores in our State.

4. That legalizing whisky would encourage price cutting as the volume of whisky sold by a drug store is based upon the entire volume of sales by each store.

5. That most probably the law would be abused.

Finally, the next meeting of the State Legislature is going to have a tremendous bearing on the druggists of North Carolina. We should remember the long fight against the Luxury Tax during the last meeting. Let's be alert to the situation next year. Let's build up the power of the North Carolina Pharmaceutical Association to fight for the preservation of pharmacy in our State.

Washington Representative

As announced to you in the CAROLINA JOURNAL OF PHARMACY, Mr. Eugene C. Brokmeyer, of Washington, D. C., represented the North Carolina Pharmaceutical Association in the hearings before the Senate Committee on the Capper-Kelly Bill, and also represented our organization in the fight against the tax on cosmetics and soda fountain drinks. Mr. Brokmeyer rendered our Association a very valuable service and within a short time several other state pharmaceutical associations followed in our footsteps and employed a similar counsel. It is my belief that the forty-seven pharmaceutical associations of the United States should have legal representation in Washington. A more intensified protest from various state associations and a closer coördination of various drug representations in Washington might have pro-

hibited the tax on toilet articles, cosmetics and fountain drinks recently passed by Congress. I am convinced that state pharmaceutical associations can cope more successfully with Congress by having a direct representative in Washington who can appeal directly to our Senators and Representatives in Congress. It is with pleasure that I recommend that Mr. Eugene C. Brokmeyer be appointed as special counsel in Washington for our Association. He has specialized in this work in our National Capital for more than twenty years and has stood the test. If appointed, his duties for our Association would be as follows:

(1) Appearing before Congress and the executive departments in behalf of our Association when necessary.

(2) Watching Congress and the executive departments of the Federal government for anything affecting independent retail druggists and reporting same to the president, secretary-treasurer, and executive committee of our Association.

(3) Interpretation of laws and regulations affecting members of our Association.

(4) Furnishing a weekly bulletin to officers and members of the cost of the stationery, typewriting and postage, or at the rate of \$2.00 per year, these bulletins to give an up-to-the-minute digest of the happenings in Washington.

(5) To protect the professional side of pharmacy, especially at this time when the salvation of the pharmacist depends almost entirely upon his superior professional qualifications.

I suggest that Mr. Brokmeyer be paid a retainer's fee of not over fifty dollars (\$50.00) a year for his services, and I most heartily recommend that the members of our Association subscribe to the weekly bulletins issued by Mr. Brokmeyer as they are worth many times their price.

If you should deem it wise to employ this special counsel it should be done with the understanding that we will continue to cooperate with the N. A. R. D. as we have done in the past.

The National Drug Store Survey

Your special attention is invited to the National Drug Store Survey recently completed in St. Louis. The importance and value of this Survey cannot be estimated and all druggists should either obtain the detailed installment copies of the Survey from the United States Department of Commerce at Charlotte or study the articles concerning it as published by the various drug journals. The information divulged in this Survey is valuable and the successful carrying on of the findings depend upon how well we study the details of the Survey.

Conclusion

The past year has probably been the most disastrous in the history of the drug business. All of us have been seriously affected by the collapse of various financial institutions and by the general shrinkage in volume of sales. To add to our woes predatory price cutting continued unabated in the face of every one's admission that it is a grievous mistake. The cut rate method of

business has resolved itself into a system of promotion, exploitation and racketeering which honest, decent druggists cannot tolerate, and if continued, only the racketeers can survive. Clean, honest young men, ambitious to enter the drug business are being crushed by existing conditions. Honest business men will be driven out of business. In their places will be the racketeers and quality merchandise will disappear. Then the public will pay dearly for inferior merchandise. The policy of the predatory cutter is constantly adding to our problem of unemployment and has contributed as much, if not more than anything else to the present depression. It is strange that the predatory cutters cannot see the utter futility of continuing such ruthless methods that prohibit any one from making a profit, injuring the great mass of druggists all over the country and destroying the good will the manufacturer has succeeded in building up with the trade and the people at large. Our main weapons to fight this unfair economic condition are as follows: (1) The passage of the Capper-Kelly Bill or a better measure as the good judgment of our national lawmakers may dictate that will protect us against methods that are fast driving the independent druggists out of business; (2) the retention and protection of our good name and good will during these days of chaos and strife. The good will of the independent still towers above anything the predatory cutter has to offer. Existing conditions may shake our morale severely and dishearten us, and even go so far as force us temporarily out of business, but by preserving our good will and good name we can always come back.

(Applause.)

MR. FORDHAM: I know you have all enjoyed the address of our President, which deals so comprehensively with the problems and needs of our profession. I shall appoint as the committee on the President's Address Messrs. J. A. Goode, *Chairman*, I. W. Rose, and C. E. Matthews.

At the sixth and final session the Committee on the President's Address made the following report:

Mr. President, Members of the North Carolina Pharmaceutical Association:

Your Committee, appointed to report and make recommendations on the President's address, desires to compliment President Weatherly on his splendid administration and the most able and valuable recommendations contained in his address.

The members of your Committee have had the honor and pleasure of serving in this capacity on many occasions, but it is our unanimous opinion that we have never had for consideration a more informative and able report than that embodied in the address of our retiring President.

Under Recommendation No. 1, we concur with the President in his suggestion that the State be-

divided in four districts, and that the counties in each of the districts be named in order that the members may easily determine the districts in which they reside.

Under Recommendation No. 2, we concur with our President that four vice-presidents be elected, one for each district, candidates for vice-president to be selected by the Nominating Committee and to be elected by mail ballot at the same time and in the same manner as the president is elected.

Under Recommendation No. 3, we concur with our President that the State Association allow each district \$25.00 for the expenses involved in mailing out letters, notices, etc.

Under Recommendation No. 4, we concur with our President in the many advantages of this method in selecting future material for the guidance of the affairs of our Association.

We concur with the President in his recommendation that our affiliation with the N. A. R. D. be continued.

We concur in the opinion of our President in his statement that whisky, as supported by a majority opinion of the American Medical Society and the U. S. P. unquestionably occupies a place among medicines. This Association went on record in 1908 as opposed to the sale of whisky in drug stores. At that time, however, it was obtainable from other sources in a legal way.

We concur in our President's recommendation No. 6 in regard to Mr. Eugene C. Brokmeyer, of Washington, who so ably represented the N. C. P. A. in the hearing before the Senate Finance Committee on the tax bill and the Capper-Kelly Bill before the Interstate Commerce Committee. We join with him in the opinion that direct representation of the N. C. P. A., through Mr. Brokmeyer, is unquestionably a medium affording closer coordination between our members of Congress and their constituency. We, therefore, approve our President's recommendation that Mr. Brokmeyer be retained as our counsel for the coming year.

Respectfully submitted,
(Signed) J. A. GOODE, *Chairman*,
I. W. ROSE,
C. E. MATTHEWS.

Upon the motion of Mr. Hancock, seconded by Mr. Welfare, the report of the Committee was accepted.

At this point President Weatherly resumed the chair.

President Weatherly asked that all resolutions be submitted in writing to Chairman J. A. Goode, of the Resolutions Committee, for presentation before the Association at the Fourth Session.

The annual report of the Secretary-Treasurer of the North Carolina Board of Pharmacy was called for.

The report was read by Secretary-Treasurer F. W. Hancock and will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

MR. C. P. HARPER: During the last Legislature I was in Raleigh a great deal of the time. By one vote we succeeded in defeating the luxury tax. We almost gave up several times. This tax is bound to come up again at the 1933 session. It seems to me that the only way to defeat this tax is to reduce the cost of our government, and I would like to ask that every member of this Association do all in his power to help bring about the reduction in the cost of government in North Carolina. (Applause.)

President Weatherly called upon Mr. John K. Civil to present a paper on "Should We Cut the Retail Price of Ice Cream."

SHOULD WE CUT THE RETAIL PRICE OF ICE CREAM*

By JOHN K. CIVIL

The answer to this question, Mr. Civil felt, is emphatically, "No," especially in view of the fact that the ice cream companies, who advocate such, have only reduced their prices to the druggists 20%, which they suggest selling for a 40% cut. The speaker had made some investigations into the cost of raw materials that go into the manufacture of ice cream. He found the principal ingredients used in the manufacture of ice cream have declined over 40% in price. The druggist should demand not only a reduction in price from the ice cream manufacturers, but should insist upon a higher quality of ice cream than they supply the general stores. The only reduction the companies have made is on the package the druggist has to sell for 15c. They should reduce the price on bulk and regular ice cream to the drug trade.

Upon the motion of Mr. E. E. Thomas the meeting adjourned.

THIRD SESSION

The third session of the convention was called to order by President Weatherly at 8:00 o'clock on Tuesday evening.

* This paper will be published in an early issue of the CAROLINA JOURNAL OF PHARMACY.

Secretary Beard introduced to the audience Dr. Anton Hogstad, Jr., National Chairman of the Pharmacy Week Committee, formerly a member of the faculty of the St. Louis College of Pharmacy, and now of Merck and Co., paying tribute to his valuable contributions to pharmacy.

Dr. Hogstad chose as his subject, "The Changing Order of American Pharmacy," and the lecture was profusely illustrated with a number of very interesting slides. As it was necessary to present the lecture in a dark room it was impossible for the reporter to make notes on the address. However, Dr. Hogstad promised to provide the Secretary with a written copy of his remarks, and when this is received the address will be carried in the CAROLINA JOURNAL OF PHARMACY.

There being no further business scheduled for the third session, the meeting adjourned.

FOURTH SESSION

President Weatherly called the fourth session to order at 10:00 o'clock Wednesday morning, June 22.

The session began with a sound motion picture, entitled, "Seven Out of Every Ten," shown through the courtesy of the Coca-Cola Company, and presented by Mr. Wilbe Wilson, district manager of the organization. The movie was prefaced with an explanatory talk. The picture outlined the results of a study made by the A. C. Nielsen Company, following the methods used by the U. S. Department of Commerce in conducting the soda fountain study of the National Drug Store Survey at St. Louis. The study was made of actual soda fountain operations for a period of twenty-one working days during July, 1931, in drug stores in all sizes of towns throughout the country. The picture demonstrated that "seven out of every ten" customers patronize the soda fountain.

At the conclusion of the picture President Weatherly recognized Local Secretary Cecil.

MR. CECIL: There is a little present that the druggists of High Point wish to make to the Association. For many years the manufacture of furniture has played a vital part in the social and economic life of this

city. We, therefore, thought it would be appropriate for us to present a piece of furniture to the Association and we have our gift here this morning. (Thereupon, Mr. Cecil rolled to the center of the room a beautiful arm chair which had been hidden in a corner up to this point. The chair is upholstered in red and bears across the back in gold letters the inscription: President, N. C. P. A., High Point, N. C., June 21-23, 1932.) The chair is to be used by each presiding officer at the annual convention, is to be kept by the president during his tenure of office, and then turned over to his successor. We have had made a special wooden box for the chair so that each president may ship it easily to the annual meetings. (Applause.)

PRESIDENT WEATHERLY: The druggists of High Point have certainly taken us by surprise. It seems to me that it is especially nice for the Association to own such effects as this chair. On behalf of the North Carolina Pharmaceutical Association I wish to thank the druggists of High Point for their kindness in presenting us with this lovely gift. I am sure that the succeeding presidents will enjoy sitting in this chair as much as I will during this meeting. (Thereupon President Weatherly took a seat in the chair amid much applause.)

President Weatherly stated that due to lack of time it would be impossible to present the picture, "Profits Plus," which had been so kindly sent by the Eastman Kodak Company.

The report of the U. N. C. School of Pharmacy Committee was called for.

The following report was presented by Chairman Warren W. Horne:

REPORT OF THE U. N. C. SCHOOL OF PHARMACY COMMITTEE

To the President and Members of the North Carolina Pharmaceutical Association:

Your Committee appointed to visit the School of Pharmacy at the State University met in Chapel Hill on the morning of March second. The President of the Association and all the members of the Committee were present.

The Committee was most cordially received by Dean Beard and members of the faculty and given every opportunity for a full inspection of the plant and equipment.

At a conference with the Dean the new four-year curriculum was outlined and discussed.

After a delightful luncheon in the Graham Memorial Building as guests of the faculty of the School of Pharmacy, at which President Frank P. Graham was present, the committee was afforded an opportunity of meeting the senior class in the absence of any member of the faculty. The Committee learned in this way the views of individual members as to the work and conduct of the school and as to the adequacy of the courses of study available.

The committee is unanimous in the conclusion that the School is exceptionally well equipped both as to housing and teaching staff. The School has the stamp of the best traditions of Pharmacy and is a distinct credit to the profession in our State.

The Committee would recommend that as much time as the curriculum will permit be given to practical prescription work, including practice in reading prescriptions, receiving them on the telephone and in typing prescription labels. It has been found that many new graduates are deficient in these details due to lack of practice. The Committee does not advocate, at this time, the establishment of a dispensary connected with or operated by the School.

The Committee would also suggest that emphasis be given to certain courses in business management and business administration. Since pharmacists, who go in business, assume certain responsibilities, the knowledge of which is essential for successful management and control, it is not sufficient that they know merely how to compound drugs and dispense medicines. They should know also how to coördinate the different functions and elements of a business in order to maintain it in a healthy and well balanced condition. The pharmacist of today is a business man, and if he is to succeed he must be trained in the science of business as well as the science of Pharmacy. He should know modern methods of merchandising; should be able to develop and create business, and should know then how to conserve and control those values that have been created.

The Committee visited classes at work in the Botany, Pharmacognosy and Chemical Buildings and was impressed with the character and extent of work in these departments.

The Committee wishes to express its appreciation of the coöperation extended by Dean Beard and his associates and trusts that the School may continue to grow in influence and importance as a part of our great University.

(Signed) WARREN W. HORNE, *Chairman*,
O. C. FORDHAM, SR.,
J. P. STOWE,
B. F. PAGE,
A. C. CECIL.

Upon the motion of Mr. Grantham, seconded by Mr. Welfare, the report of the committee was received and filed.

At this point the chair recognized Mrs. W. Bruce Philip.

Mrs. Philip mentioned the status of the Capper-Kelly Bill at the present time and told of the work the N. A. R. D. is doing to safeguard the interests of pharmacists in Washington. She urged the coöperation of the Association in this work. In conclusion she emphasized the good results individual druggists can accomplish in national legislation by interviewing Congressional candidates both before and after their election.

The Report of the Resolutions Committee was called for and was presented by Chairman Goode.

CHAIRMAN GOODE: The first resolution we have is one presented by Mr. John K. Civil and reads as follows:

FAIR PRICE ICE CREAM

RESOLVED, that the North Carolina Pharmaceutical Association go on record requesting the several ice cream manufacturers to give to the retail druggist a high quality ice cream whereby they can obtain prices that will net them a reasonable profit and thereby benefit both the public and dealer.

Upon the motion of Mr. Civil, seconded by Mr. Welfare, the resolution was adopted.

Chairman Goode presented the following resolution:

UNFAIR COMPETITION BILLS ENDORSED

WHEREAS, the general business depression is due to demoralization caused by unfair trade practices more than to any other one cause; and

WHEREAS, the Nye bills pending in the United States Senate amend existing laws by prohibiting the sale of merchandise below cost as a trade incentive and legalizing trade practice rules prohibiting unfair competition when approved by the Federal Trade Commission; therefore

RESOLVED, that the North Carolina State Pharmaceutical Association, in annual convention assembled, at High Point, June 21-23, 1932, hereby urges Congress to enact the Nye bills without delay as one remedy for the business depression and solution of the unemployment problem; further

RESOLVED, that a copy of this resolution be forwarded to Senator Nye, of North Dakota, to the chairmen of the Senate and House Judiciary Committees, to the President of the Senate and the Speaker of the House and to every member of the North Carolina delegation in the Senate and House, and that it be furnished the public and trade press.

Upon the motion of Mr. Eubanks, seconded by Mr. F. T. Mitchell, the resolution was adopted.

Chairman Goode presented the following resolution:

ENFORCEMENT OF PORTER NARCOTIC ACT

WHEREAS, Congress enacted the Porter Narcotic Act, authorizing the Narcotic Bureau of the Treasury Department to cooperate with the States to suppress narcotic addiction among physicians, pharmacists, dentists and veterinarians and other practitioners; and

WHEREAS, it is necessary in States where it has not been done to set up the legal machinery and authority for this cooperation; therefore

RESOLVED, that a bill be presented at the next session of the Legislature by the North Carolina Pharmaceutical Association providing for such authority and machinery; further

RESOLVED, that a copy of this resolution be forwarded to Hon. Harry J. Anslinger, Commissioner of Narcotics, Treasury Department, Washington, D. C., and be furnished the public and trade press.

Upon motion this resolution was adopted.

Chairman Goode read a resolution as follows:

RESALE PRICE MAINTENANCE

WHEREAS, the Capper-Kelly bill, legalizing contracts for the maintenance of resale prices under conditions safeguarding the consuming public, has been reported to the U. S. Senate without recommendation and is now on the Senate Calendar; and

WHEREAS, the proposed law by affording an opportunity to eliminate predatory price-cutting would insure competition for the protection of the consuming public if the proposed right of contract were restored and availed of; therefore

RESOLVED, that the North Carolina Pharmaceutical Association, in annual convention assembled, at High Point, June 21-23, 1932, hereby reiterates its hearty endorsement of the Capper-Kelly bill and urges the North Carolina delegation in Congress to use their best efforts to have the bill called up and passed by the Senate and the House as soon as possible; further

RESOLVED, that a copy of this resolution be forwarded to every member of the North Carolina delegation in Congress and to the President of the Senate and the Speaker of the House of Representatives and be furnished the public and trade press.

Upon the motion of Mr. Paul Thompson, seconded by Mr. Eubanks, the resolution was adopted.

Chairman Goode read the following resolution:

TAX ABSORPTION BY THE COCA- COLA CO.

WHEREAS, the North Carolina Pharmaceutical Association in convention assembled at High Point, North Carolina, June 21, 22, and 23, 1932, is of the opinion that the manufacturers' excise tax covering Coca-Cola should be absorbed by the Coca-Cola Company, and not passed on to the retailer; and,

WHEREAS, information is obtained from authentic sources that the materials entering into this syrup are cheaper than at any time in its history; and,

WHEREAS, an advance of thirty-five cents per gallon was made during the World War, on the basis of additional cost in raw materials; and,

WHEREAS, this Association feels that it would be most unfair, and an intolerable burden to pass this tax on to the shoulders of the now overburdened retailer; therefore,

BE IT RESOLVED, That a copy of this Resolution be sent to the Coca-Cola Company, requesting that it not only absorb the tax but that it restore the price of the syrup to its pre-war level of one dollar and fifty cents per gallon. That a copy of the reply and action of the Coca-Cola Company be published in the CAROLINA JOURNAL OF PHARMACY and other trade journals.

CHAIRMAN GOODE: The Committee in urging the passage of this resolution feels that you should be supplied with dependable information about the basis of our claim, and it has asked me to read to you a clipping from the *Wall Street Journal* of March 5, 1932. (Reads clipping entitled "Coca-Cola Earns \$11.82, a New Record.") *Gentlemen*, the Committee believes that it was perfectly proper two years ago for this Association to ask the Coca-Cola Co. to reduce the price back to the old level. I presented the resolution before the N. A. R. D. where it was received with good feeling; it went to the Executive Committee with a request for action, but to date we have heard nothing from it. With such profits as those mentioned in the article and with the cost of raw materials cheaper than in the history of the company, it is not right for the Coca-Cola Company to pass this tax on to the retailer. We feel that the Company should absorb the tax and we, therefore, recommend the adoption of the resolution.

MR. EUBANKS: I am heartily in favor of the resolution as read. We prepared a similar resolution at Raleigh two years ago, but at the time, I had the feeling, and

I still believe we should not quote the figures listed in the paper. I am heartily in favor of the resolution but oppose incorporating figures showing what the company is making.

Considerable discussion resulted from the remarks of Mr. Eubanks. Messrs. C. P. Harper and E. W. O'Hanlon heartily endorsed Mr. Eubanks' remarks. Messrs. R. P. Lyon and R. M. Brame argued that the newspaper clipping added force to the resolution. Mr. Goode stated the Committee felt that the reasons for asking the reduction should be shown. He also stated that "the clipping was to be filed with the Association records as a part of the information and the basis of the condemnation—not to be published." Mr. Stowe said the clipping should be used "for the information of the convention and as a part of the official records and should not accompany the resolution when sent to the Coca-Cola Company." Finally, upon motion of Mr. O'Hanlon, seconded by Mr. Eubanks, the resolution as read was adopted.

Chairman Goode read the following resolution:

MANUFACTURERS TAX

WHEREAS, Congress has enacted certain revenue legislation in the form of sales taxes affecting retail druggists; and,

WHEREAS, it was the intention of Congress that these taxes be absorbed by manufacturers; and,

WHEREAS, it is a well known fact to all manufacturers that the retailer is not financially able to absorb any part of these taxes, and,

WHEREAS, it is also well known to manufacturers that only a very small percentage of retailers were able to purchase advance stocks in sizable quantities, and,

WHEREAS, it is impossible for the retailer to pass these taxes on to the ultimate consumer without loss to himself;

THEREFORE, BE IT RESOLVED, that the North Carolina Pharmaceutical Association, in convention assembled at High Point, North Carolina, June 21, 22, and 23, 1932, cause a copy of this Resolution to be forwarded to all manufacturers affected, requesting that they absorb this tax, or give free goods or the equivalent in view of the fact that it is to the welfare of the manufacturer that the field of distribution remain solvent.

Upon the motion of Mr. Paul Thompson, seconded by Mr. Lyon the resolution was adopted.

At this point Mr. C. P. Harper presented the following resolution:

JOHN GOODE FOR PRESIDENT OF THE N. A. R. D.

WHEREAS, the N. A. R. D. needs a vigorous, fearless and intelligent administration today as never before if full justice is to be done the independent retail druggists of the country in their struggle for existence against the rapidly spreading chain stores, some merged with proprietary manufacturers; and

WHEREAS, John Goode, of Asheville, North Carolina, as President of the North Carolina Pharmaceutical Association and as a member of the Executive Committee of the N. A. R. D. has proven his ability and loyalty to independent retail druggists by opposing proprietary medicine and chain store interests in the State Legislature and elsewhere whenever occasion required; therefore

RESOLVED, that the North Carolina State Pharmaceutical Association, in annual convention assembled, at High Point, June 21-23, 1932, hereby enthusiastically endorses John Goode for election as the next President of the N. A. R. D.; further

RESOLVED, that the delegates from this Association to the N. A. R. D. Convention in Boston be instructed to vote for and do all in their power to bring about the election of John Goode; further

RESOLVED, that a copy of this resolution be furnished the drug trade press and presidents and secretaries of all State and local pharmaceutical associations.

Upon the motion of Mr. Harper, seconded by Mr. Horne, the resolution was unanimously adopted.

Mr. Eubanks paid a glowing tribute to the splendid service of Mr. Goode in the N. A. R. D., and urged a large attendance of North Carolina druggists at the forthcoming meeting of the organization to further Mr. Goode's candidacy as president.

The Section on Practical Pharmacy and Dispensing was the next order of business scheduled, but upon the motion of Chairman Rose this feature was postponed until the Sixth Session.

At this point the Chair recognized Mr. A. E. Dixon, President of the North Carolina Ice Cream Manufacturers Association.

In a brief talk Mr. Dixon expressed his pleasure at being present; stated that it was the ambition of the ice cream manufacturers to manufacture a high class product and they were anxious to coöperate with the

druggists in every way possible; and, finally, suggested that a committee of three be appointed by the President of the Association to meet with three chosen members of the Ice Cream Manufacturers Association to discuss problems of mutual interest to each organization.

President Weatherly stated that he would appoint such a committee a little later.

At this point Mr. P. A. Hayes was called upon to introduce the next speaker.

In a very graceful speech Mr. Hayes presented to the audience Mr. Carl Weeks, President of the Armand Co., characterizing him as one who had been fighting the battles of retail druggists to get fair prices.

HOW TO SELL COSMETICS

By CARL WEEKS

The speaker stated that apparently prices have become demoralized to a point where profits can only be enforced by an act of law. This means we must have a Capper-Kelly and Nye Bill to enforce profits on large numbers of retailers.

The Armand case before the Federal Trade Commission was argued on the twenty-third of March and no decision reached. "Even the chains have begun to realize the necessity for some sort of price control."

Continuing Mr. Weeks said: "The ten per cent cosmetic tax cannot be treated as an expense. A manufacturer who absorbs the tax virtually admits by his act that before the tax he could have given the retailer a better opportunity to profit. On merchandise that costs \$8.00 a dozen, if the tax is passed on how can the retailer hope to make any profit without passing it on to the consumer. Armand endeavored to have his price right in the first instance, establishing a price of \$8.00 a dozen with an additional 25% in free goods. As long as this continues to be a civilization for fair profit I intend to devote my energies to see that the retail distributor has an opportunity to get his share." (Applause.)

President Weatherly expressed the appreciation of the Association to Mr. Weeks for his address.

The Report of the Resolutions Committee was called for.

Chairman G. K. Grantham presented an informal report, stating that the activities of his committee were covered in the Report of Attorney Bowman.

CHAIRMAN GOODE: There is one more resolution which should be presented at this session. There passed from our midst just a few days ago, Mr. John H. Hardin, of Wilmington, N. C., who was one of the outstanding members of this Association and a Charter member. I have asked Miss Alice Noble to prepare a resolution honoring his memory, because of her long friendship with the family of Mr. Hardin and because she has access to the historical records of the Association.

JOHN HAYWOOD HARDIN

It was with genuine sorrow that friends everywhere learned of the death of Mr. John Haywood Hardin, of Wilmington, N. C., early on the morning of May thirtieth following a long illness. Those of us who knew him treasure his friendship and will long remember his kindness, gentleness, and devotion to the profession which he sincerely loved. He was the dean of Wilmington druggists and had been in the drug business for sixty years. It is a real privilege to express appreciation for his devoted service to North Carolina pharmacy and to pay tribute to this courtly gentleman and skillful pharmacist.

His drug store is one of the earliest memories of my childhood. The windows proudly displayed old fashioned show bottles, while old-time shelf bottles with their gilt labels were given a prominent place in the pharmacy. His patrons included not only citizens from every section of Wilmington, but also the truck farmers from the country side for many a mile around. His store was always a by-word for efficient service and courteous treatment.

Mr. Hardin was born in Washington, D. C., on July 31, 1853, the son of Lauriston Bonaparte and Augusta (Lane) Hardin. When he was a small boy his parents moved to Wilmington and at the age of nineteen he began his long career as a pharmacist. After clerking for a number of years for several Cape Fear druggists he became the owner on May 1, 1880, of the drug store which he successfully conducted in the same location or next door until he was taken ill on last Easter Sunday. During his life-time he filled more than 250,000 prescriptions.

He was one of the founders of the North Carolina Pharmaceutical Association, and was very proud of the gold medal presented to him by the members in 1929 in recognition of his fifty years of useful service in the organization. In his death

the Association has lost one of its most loyal members. He had not been able to attend the meetings in the past few years, but he took the keenest interest in the organization and followed very closely its activities. He had been a member of the American Pharmaceutical Association since 1881.

He was a devout member of St. James Episcopal Church, of Wilmington, and for many years served as vestryman. He sat in the same pew that his father and grandfather occupied. He was also a member of several fraternal orders.

Mr. Hardin lived his life simply, conscientiously, and successfully. He loved his home and his fireside; his days were filled with "little, nameless, unremembered acts of kindness and of love." He was greatly beloved and venerated by his fellow-citizens. Today we join with them in expressing our admiration and respect for this old-time pharmacist, who for so many years unassumingly, conscientiously, and effectively practiced his profession on the banks of the Cape Fear.

CHAIRMAN GOODE: I move that these resolutions be carried in the Proceedings and a copy of them be sent to the family of Mr. Hardin. Let us stand for a moment in silent tribute to the memory of this departed member.

The audience rose in respect to Mr. Hardin's memory.

PRESIDENT WEATHERLY: We want to find out whether or not druggists are going to absorb the new federal taxes. I am going to invite discussion on this subject.

Mr. O'Hanlon felt that the drug business is in the most critical situation in its history. "Due to extravagances, etc., our Government has run up against an enormous deficit." He paid tribute to the work Congressman F. W. Hancock, Jr., is accomplishing in Washington, characterizing him as "best, cleanest boy ever seen—we get a fair deal from him and we knew we would because he is the son of our old friend Druggist Frank W. Hancock, Sr." (Applause.) "I appeal to the druggists of North Carolina, do you want to lose everything you have? If you do absorb the tax. Add the tax on and let the people see how extravagantly the Government has been run. We have got to add the tax whether we want to or not—that if, if we want to stay in business."

Mr. Stowe added another thought "as to why the price should be passed on to the public. The Government did not pass these

taxes for us to absorb. If we do absorb them, the taxes will be in effect just that much longer. We should pass the amount on as a tax and not as increased cost. The Association should go on record as favoring passing the tax on to the consumers and letting them know they are paying a tax."

At this point Secretary Beard read the following letter:

Washington, D. C.,
June 18, 1932.

Mr. J. G. Beard,
Chapel Hill, North Carolina.

Dear Secretary:—

I suggest you immediately warn your members that Section 1123, Revenue Act of 1926, is still the law. This section reads as follows:

"Sec. 1123 (Revenue Act of 1926). Whoever in connection with the sale or lease, or offer for sale or lease, of any article, or for the purpose of making such sale or lease, *makes any statement, written or oral, (1) intended or calculated to lead any person to believe that any part of the price at which such article is sold or leased, or offered for sale or lease, consists of a tax imposed under the authority of the United States, or (2) ascribing a particular part of such price to a tax imposed under the authority of the United States, knowing that such statement is false or that the tax is not so great as the portion of such price ascribed to such tax, shall be guilty of a misdemeanor and upon conviction thereof shall be punished by a fine of not more than \$1,000 or by imprisonment not exceeding one year, or both.*" (Underlining ours.)

The tax collected under the Revenue Act of 1932 is a manufacturer's tax. Nevertheless, this punishment, the revenue department has informed me, would apply to a retailer's knowingly incorrect statement made to collect a tax on stock on hand.

There is nothing to prevent the retail druggist at any time advancing or reducing his retail price, provided no misrepresentation is made, and the above quoted section is not violated.

Giving credit to the National Association of Retail Druggists for this information would be splendid association cooperation.

Cordially,
(Signed) W. BRUCE PHILIP.

Mr. Brokmeyer stated that he felt it would be unwise for the Association to adopt resolutions in regard to the taxes.

Messrs. P. H. Thompson and W. B. Wilson asked about the correct price for goods on hand.

MR. WEEKS: Under the law you have the right to establish a price, but please don't blame it on the tax.

The discussion was further participated in by Messrs. Goode, Barlow, Horne, Martin, O'Hanlon, and Hayes. It was finally decided not to frame resolutions in this regard.

Mr. R. P. Lyon felt that the Association should take some action on "whether or not should druggists handle whisky prescriptions." He favored the policy. No action was taken on the matter.

At this point Mr. J. P. Stowe introduced Dr. J. M. Parrott, Secretary of the State Board of Health.

Dr. Parrott expressed his pleasure at being present and wished for the druggists a successful convention.

There being no further business scheduled for the session the meeting adjourned.

FIFTH SESSION

The fifth session was called to order by President Weatherly at 3:00 o'clock on Wednesday afternoon.

The report of Attorney F. O. Bowman was called for.

ATTORNEY BOWMAN'S REPORT

Mr. President and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my twelfth annual report as General Attorney to your association.

I desire to bring to your attention and discuss with you five propositions, in which it is felt every association member should be interested. They are as follows:

(1) Association membership and summer trip; (2) insurance for association members; (3) medicinal whiskey in drug stores; (4) new Federal taxes; (5) legislative outlook at 1933 General Assembly.

At the outset I promise to observe brevity throughout and at the same time to speak frankly in discussing the subjects covered in the report.

1. Association Membership and Summer Trip

At the request of the Executive Committee, I again made a canvass of the drug stores of the State last summer and fall for the purpose of securing new members, collecting dues, and endeavoring by personal contact, not only to carry the work and problems of the Association to its members, but in turn, to enlist the support and co-operation of its membership, that it might function more adequately and effectively. I spent 70 days in this work, secured 28 new members, together with one life membership, succeeded in reinstating a rather large number who would have allowed their membership to lapse except for the personal visit, and collected approximately \$3,000 in dues.

Both the amount collected in dues and the number of new members secured was considerably less, around 12½%, than the results obtained from the 1931 trip even, which was likewise off in collections and new members to about the same extent from 1930 and years previous to that.

The Association, therefore, has suffered a distinct loss during the last two years, both in the amount of revenue collected from its members, and, also, from a steady decrease in its membership. This serious situation is due largely of course to the "Depression" extending throughout the State, the nation and the entire world, for that matter, that has enveloped us during this period, and brought the worst business conditions ever experienced even by our members who have been in business longest. Consequently, many who apparently were anxious to give their support have felt the necessity of foregoing this desire until some future time when business conditions should become better. It is my candid opinion that this delinquency is not due to any particular grievance or criticism of the Association or its work, but attributable rather to the reason stated above. Only occasionally have complaints of this character come to me, the number being negligible, and in most of these cases the complaints have been based upon an erroneous or mistaken idea of the real purposes of our organization, which are specifically set out in its Constitution and By-Laws.

There is an apparent tendency, however, on the part of some of our members at least to become merely passive in interest, with respect to the activities of our organization, being perfectly content to let the other fellow carry the load, perhaps a natural tendency under the present stress of affairs. Yet, the exigencies of this very situation call for the active support and coöperation, financial and otherwise, of every one of its members, if the Association is to continue to function as it has done in past years.

2. Insurance for Association Members

Ten years ago an arrangement was effected with the Ohio Hardware Mutual Insurance Company of Coshocton, Ohio, whereby the retail druggists of this State could insure with this company, drug store buildings, drug store stocks and fixtures, dwellings, and household and kitchen furniture at a saving of 40% annually, and all other property they might own at a saving of 25% annually. At the time this arrangement was effected, specific provision for a large saving on fire insurance, had been made for only the Rexall group of our druggists, through the United Mutual Fire Insurance Company of Boston, organized to meet the insurance needs of the United Drug Company, its agencies, and the Liggett chain of stores. At the time also a number of other druggists were carrying insurance with different companies, both mutual and reciprocal, at savings of from 20% to 40% annually. Some of these were not even licensed to do business in the State,

which would have made settlement in case of a fire loss difficult, if not impossible; with others, adjustments of fire losses had been unsatisfactory; and, in some cases, the policies did not comply with the insurance laws of this State. It was in view of this situation, and for the purpose of affording to every druggist in the State an opportunity at least, to effect the saving offered in this item of overhead expense, that the Insurance Committee, authorized by the Association to act in the matter, after a careful investigation and after conferring with State Insurance Commissioner, selected the Ohio Hardware Mutual over a list of other companies, and effectuated the arrangement for the 40% saving.

This company has served the druggists of the State who have insured with it since 1922, when the present arrangement was made. During this period, its adjustments have been entirely satisfactory and all losses have been paid promptly. It is safe and sound, conservative, and under able management. Its investments, unlike those of many other insurance companies, are gilt-edged, being in government common, state common, and municipal bonds. The assets of its re-insuring company total more than eighteen million dollars. The Ohio Hardware Mutual will continue to serve your insurance needs, paying the usual 40% dividend, and settling all its fire losses satisfactorily and promptly, as it has done all along. Its North Carolina business is now handled through the Zachary Insurance Agency of Charlotte.

This statement concerning our company and the working arrangement we had with it has been made to correct certain misunderstandings that have developed.

3. Medicinal Whisky in Drug Stores

It is understood from reliable sources that a determined effort will be made at the 1933 session of the General Assembly to amend the State prohibition laws, known as the Turlington Act, legalizing the sale of medicinal whisky in drug stores, in accordance, of course, with the Federal laws and regulations governing the subject, which permit the sale of whisky for medicinal use by pharmacists upon the prescription of physicians under rigid requirements and strict supervision. It will be recalled that such a bill was introduced at the last session of the legislature by Representative Davis of Edgecombe County, at the request of a group of leading physicians of that and other counties in Eastern North Carolina. It will be recalled also that the bill was referred first to the House Committee on Health, and after a hearing, the committee voted on a motion to report unfavorably resulted in a tie, whereupon, Dr. Rogers of Macon County, chairman of the committee, refused to break the tie and send it back to the House "without prejudice." It was then referred to the Judiciary Committee. A public hearing lasting for more than three hours was held some days later in the Hall of the House packed and jammed to overflowing with spectators

and those who spoke for and against the measure. No vote was taken by the Committee at the conclusion of the hearing. Later, however, in Executive Session the vote of this Committee likewise resulted in a tie. Rather than break the tie, Chairman Sutton elected to hold the bill in his committee, which he did until the Legislature closed. Had it been sent back to the House ever on an unfavorable report, a minority report would have been filed. A poll of the membership of the House showed that 63 of the 120 members favored the bill, a number sufficient to guarantee its passage by this body. The members of the Senate were not polled, yet there is good reason to hazard the guess that it would have been acted upon favorably by this body if it had passed the House and reached the Senate for a vote.

There appears to be, or at least I have found, a strong and growing sentiment for amending the Turlington Act to make it conform with the Federal laws in the matter of legalizing the sale of medicinal whisky, not only among physicians and pharmacists, but among other classes of professional men as well as laymen. It is solely for the reason that so many of our own members have expressed themselves to me as favoring such a change in the law and asked that the proposition be submitted to the Association for consideration, that I bring the matter to your attention now. And inasmuch as we shall be confronted with a medicinal whisky bill during the coming legislature, I see no valid reason why this matter should not be discussed frankly and such action taken thereon as a majority of the membership of the Association may determine. Personally, I do not wish to be understood as either favoring or opposing this proposition.

4. New Federal Taxes

The Federal Revenue Act of 1932, known as the "Billion Dollar Revenue Bill" was finally enacted and was approved on June 6. Prior to its enactment, the matter of balancing the budget had been the paramount question engaging Congress for several months. This bill, therefore, is designed to raise a total of \$3,261,500,000 in revenue to meet the governmental expenses and to help erase the Federal deficit incurred during the last biennium. \$1,118,500,000 of this staggering amount will be paid upon new tax levies imposed under the Act, as follows:

Income Taxes	\$178,000,000
Corporation	30,000,000
Manufacturers Excise	450,500,000
Tariffs	6,500,000
Miscellaneous Taxes	152,000,000
Stamp	45,500,000
Estate and Gift	5,000,000
Postal	160,000,000

Under the Act, the manufacturers excise taxes, miscellaneous taxes and the stamp taxes became effective on yesterday, June 21. The increased income and corporation taxes are effective from January 1; the estate and gift taxes became

effective June 6. The increase in first-class postage rate from 2c to 3c becomes effective on July 6, and the second class postal rate and the tax on boats become effective July 1.

The largest part of the new tax levies are of the "nuisance" type and upon articles that have not been taxed since the World War days. Retail druggists, as other individuals, are affected either directly or indirectly, by a large number of these taxes. Of especial interest to our members, however, are the manufacturers excise taxes on toilet preparations and dentrifices, soft drinks, sporting goods and camera, candy and chewing gum, all of which became effective June 21.

The tax imposed on cosmetics and other toilet articles is 10%, based on the manufacturers selling price, and covers the following: perfumes, essences, extracts, toilet waters, cosmetics, petroleum jelly, hair oil, palmades, hair dressings, hair restoratives, hair dyes, toilet powders and any similar substance, article or preparation, while the tax on tooth and mouth washes, dentrifices, tooth paste and toilet soap, is 5%.

The taxes imposed on soft drinks and their ingredients, based on the manufacturer's selling price, are as follows: 6c per gallon on fountain syrups; 5c per gallon on bottlers' syrup; 1½c per gallon on cereal beverages; 2c per gallon on mineral and table waters, sold for over 12½c per gallon; 2c per gallon on still drinks and on fruit juices, for beverage purposes except grape juice; 5c per gallon on unfermented grape juice; 2c per gallon on carbonated beverages made from concentrates; 4c per pound on carbonic acid gas.

The tax imposed on sporting goods is 10% of the price for which sold. The list of articles covered by this section includes all sporting goods of every kind, except playing cards and children's toys and games.

The tax imposed upon cameras, except aerial cameras, weighing less than 100 pounds, and lenses for such cameras, is 10% of the price for which sold. The taxes imposed on chewing gum and substitutes therefor are 2% of the price for which sold.

Likewise the tax imposed on candy is 2% of the price for which sold.

Wholesalers and retailers do not pay any of these taxes unless they themselves are manufacturers. Therefore, unless absorbed by one or the other, these excise taxes will be passed to the wholesaler and by him to the retailer, and by the latter to the ultimate consumer.

The only tax payable by a druggist is on the syrups he manufacturers himself for use at the soda fountain, at the rate of 6c per gallon.

The Act does not contain a "floor tax" provision. Therefore, stocks of merchandise on hand June 21 are not taxable unless sold by the manufacturer after that date. Stocks in the hands of wholesalers and retailers, purchased from the manufacturer in the case of a wholesaler, or from a wholesaler by a retailer, are not taxable.

5. Legislative Outlook at 1933 General Assembly

Within a few months now, on Wednesday following the first Monday in January, the 1933 General Assembly will convene in its regular biennial session. This legislature will be confronted with the most difficult problems that any North Carolina legislature has ever faced. I refer to the matter of the balancing of the State's budget, and providing sufficient revenue to meet the State's operating expenses. Despite the fact that the 1931 legislature increased income taxes, corporation taxes, franchise taxes and some of the privilege taxes to the limit besides imposing a merchant's license tax to provide revenue to take over and maintain a constitutional six months school term, thereby reducing the average property taxes to the counties 33c on the hundred dollar valuation throughout the State, and despite the fact that drastic and, in some cases, ruinous cuts have been made, amounting to approximately 30% in all state departments, there will be a deficit of \$3,500,000 for the present fiscal year. Again, it is reasonably certain that the remaining 15c school tax will be removed. Not only have both candidates for governor and practically every nominee for both the Upper House as well as the Lower House, pledged to help bring about its removal, but the Democratic platform contains a plank declaring that it shall be removed. This adds another \$4,500,000 shortage. The 1933 legislature, therefore, will be faced with the proposition of raising \$8,000,000 of additional revenue annually for its next biennium. With improved business conditions, of course, revenue collections would increase and the amount to be raised would be lessened. Likewise, rigid economies may be made that will further decrease this amount. The fact remains, however, that several million dollars, in all probability, will be added to the already tax-burdened taxpayers of this State. From what source or sources this revenue will come, no one knows. Yet, we do know that attempts will be made to enact some kind of a sales tax program. Well organized forces, backed by powerful interests, are now forming for battle. One group, for a general sales tax, and another for the so-called luxury tax plan. It is my opinion that if North Carolina does go to a sales tax policy, the latter will be adopted.

Unfortunately, but a small percentage of the lawmakers in the next legislature will be experienced in legislative matters, as many are going to Raleigh for the first time. But we are fortunate in the fact that we shall have at least two druggists in the Lower House—Allison James of Winston, and LeGrande from Davie County. It is likely, too, that Senator Bennett will return to the Senate. In his case there is a second primary. (Applause.)

The above conditions will confront us when the 1933 General Assembly convenes. This organization should determine during this convention

its policies with respect to legislation, especially upon tax matters.

In concluding, let me say that our experiences at the last legislature demonstrate what may be accomplished by a strong organization like ours, supported wholeheartedly by its membership. Two concrete examples of the service this Association has rendered its members are:

1. It has kept the pharmacists of the State out of the occupational tax levy since 1925, a saving of \$25 annually to each.

2. It succeeded in getting three words inserted in the Merchant's License Tax law that exempted all soda fountain drinks, drug store made sandwiches, luncheonette service, and all prescription department transactions from its operations,—a saving from \$12,000 to \$15,000 annually.

These two items alone total a saving of \$200,000 to the druggists of the State during the last six years, more than will be received in revenue by the Association for the next 30 or 40 years, with the same dues now paid and with the same membership.

I ask you whether or not keeping your membership in the North Carolina Pharmaceutical Association is a good investment!

Respectfully submitted,

(Signed) FREDERICK O. BOWMAN.

(Applause.)

Upon the motion of Mr. Brame, seconded by Mr. J. Hunter Jones, the report of Attorney Bowman was accepted with thanks.

Chairman A. Allison James was called upon for a Report of the Trade Interests Committee.

Chairman James said that his Committee had no report to make at that time.

Attorney Bowman was asked to introduce the speaker for the afternoon.

In a few well chosen words Attorney Bowman presented to the audience Mr. E. C. Brokmeyer, of Washington, calling attention to his long service in fighting for the interests of pharmacists in the national capital.

PHARMACY'S PROBLEMS

By E. C. BROKMEYER

The speaker expressed his appreciation to the Association for appointing him as their representative in Washington. He stated that some of the problems confronting pharmacy today may be solved in whole or in part, by resort to the following: (1) The elimination of waste of time and money through the more efficient practice of pharmacy and conduct of the commercial department of the drug store; (2) the promotion

of greater efficiency by application of the highest possible professional standards, including commercial; (3) taking advantage of existing laws and enacting additional legislation where necessary; (4) pharmacists doing their full duty to pharmaceutical associations as well as to themselves, and pharmaceutical associations doing their full duty to their members; (5) pharmacists discharging their duty as citizens of the State and United States, and pharmaceutical associations aiding in seeing that pharmacists discharge their obligations as citizens by helping to nominate and elect statesmen to serve in the local, State and Federal Governments; and (6) pharmacists selecting men of the highest intelligence and integrity and broad experience to serve them in local, State and national pharmaceutical associations. He asserted that the Capper-Kelly Fair Trade Bill "will become a law when it is sold to the consuming public and not before." In conclusion he took up at some length the tax measures of the last Congress.

President Weatherly expressed the appreciation of the Association for the work Attorney Brokmeyer had accomplished for the organization and thanked him for his address.

Upon motion the meeting adjourned.

SIXTH SESSION

The sixth and final session was called to order by President Weatherly at 10:00 o'clock Thursday morning, June 23.

President Weatherly turned the meeting over to Chairman I. W. Rose of the Section on Practical Pharmacy and Dispensing.

SECTION ON PRACTICAL PHARMACY AND DISPENSING

The first order of business was the report of the Chairman.

CHAIRMAN ROSE'S REPORT

I think you are fairly familiar with this Committee on Practical Pharmacy and Dispensing. It has been difficult through the years to get interest in this Section. I don't know why this is. It seems difficult to interest pharmacists in the prescription department. I realize this department can be overdone, but we hear so much nowadays about commercial pharmacy. This is natural because we probably could not live from

the prescription department alone. However, I would like to urge druggists to make their prescription department the most important one in their stores—the prescription service first. Then add enough other merchandise to make some profit out of the business.

Although a change in name has been made, there has been no change in the duties of this committee as expressed in the By-laws, Article III, Sec. V. When the word Scientific was discarded two years ago at the Raleigh meeting, it was done with the hope that retail pharmacists would feel free to present papers on any problems met with in conducting their stores with reference to dispensing. Perhaps it should be made clear that there was no intent to discourage papers of a purely scientific nature, but that we should continue to encourage them, realizing that improvement in our methods of conducting our prescription departments comes largely through scientific approach.

In trying to collect material for a report this year your committee has been made to wonder if a change in name has been any help. A number of letters have been written in an effort to get papers with almost uniform results. Some of the reasons given for not being able to write papers required nearly as much effort to formulate as to have written a paper.

(At this point Chairman Rose read a humorous letter from a member giving many "reasons" why he could not participate in the program.)

Your committee would not minimize the importance of any department of the modern drug store, but would direct attention to the basic position of the prescription department. In other days the drug store has been thought of as a place to get information, buy cigars, soda water, candy and any number of other items of merchandise including medicine; a registered pharmacist not being thought of as a necessity. Today there is legal evidence, that if you call an establishment a drug store there must be a registered pharmacist in charge. This gives emphasis and an added reason as to why we are thinking of a drug store first as a place to obtain medicine intelligently prepared. Then other items of merchandise, together with all sorts of information, may be included with the service.

The prescription department has been dealt with in the National Drug Store Survey in a most enlightening and helpful way and reports have just been released by the Bureau of Foreign and Domestic Commerce which may be had from the Charlotte office at five or ten cents each. It is hoped that wide use will be made of these bulletins and that you will not only read, but study them. They contain a wealth of information which has not been available before and should be valuable source material for a number of papers at our next meeting. (Applause.)

Chairman Rose called on Dr. H. M. Burlage for a paper on "Aromatic Elixir."

AROMATIC ELIXIR

By H. M. BURLAGE

A comparison was made of the methods of preparation. This elixir is prepared by four methods: (1) U. S. P. X; (2) the author's modified U. S. P. X Method; (3) Shifflett's Method, and (4) Silver's Method. The last three named by changing the order of mixing produce preparations which have a satisfactory appearance at an appreciable saving of time. Tables were given which show (a) the speed of filtration, (b) certain physical constants, and order of mixing.

The members showed great interest in this paper. Dr. Zoeller and Mr. Brame told of the satisfactory results they had had with the U. S. P. method.

Chairman Rose next called upon Mr. W. C. Ferrell for a paper.

PHARMACY AS A PROFESSION*

By W. C. FERRELL

The practice of pharmacy is as old as communities and groups of men; the art of healing is a long and interesting story. Pre-historic man's medicine and religion were interwoven. The development of pharmacy was traced through the ages to the "modern sanitary and clean shelves of the American druggist." Pharmacy is a humanitarian profession and where the pharmacist gives "himself beautifully to his calling he renders a noble service to humanity."

Mr. W. L. Moose was called upon as "a druggist who has evidenced a great deal of interest in the prescription side of pharmacy."

U. S. P. AND N. F. PREPARATIONS

By W. L. MOOSE

Mr. Moose presented an extemporaneous talk. He first mentioned examples of difficulties that arise in filling prescriptions as written today. He then took up the growing tendency among doctors to prescribe proprietary remedies rather than to write prescriptions containing U. S. P. and N. F. drugs. The advantages of U. S. P. and

* This paper will be published in an early issue of the CAROLINA JOURNAL OF PHARMACY.

N. F. preparations should be kept before the physician and dentist at all times. "Why can't we as a pharmaceutical association, or as a school, or as a group of men who are interested in drug stores take it upon ourselves to acquaint our customers, the doctors, and dentists with the fact that standard preparations can be obtained at our stores, which will produce better results and at a lower cost." We should also show the public that we are anxious to fill prescriptions. He spoke of the desirability of a display of U. S. P. and N. F. preparations at the State Medical Society, as well as at district, county and town medical and dental meetings. The exhibit should be in charge of a registered druggist, ready to answer questions, and should be supplemented with literature concerning U. S. P. and N. F. preparations.

Mr. Moose's proposal was discussed by Messrs. Cecil, Brame, Thomas, Barlow, Fordham, E. L. Hicks, Beard, Herndon, Hancock, Burlage, Crockett, Zoeller, and Mrs. Philip. The members were in accord as to the desirability of the plan, but there was some difference of opinion as to its execution. Finally, upon the motion of Mr. Cecil, seconded by Mr. Welfare, the President was instructed to appoint a committee of five with full authority to work out the details of a plan to be put into effect immediately.

President Weatherly later appointed as this Committee: Messrs. W. L. Moose, *Chairman*, A. C. Cecil, I. W. Rose, J. A. Goode, and Warren W. Horne.

This concluded the program of the Section on Practical Pharmacy and Dispensing, and President Weatherly thanked the Committee for its splendid work.

At this point Mr. Rose introduced Dr. W. G. Crockett, Professor of Pharmacy at the Medical College of Virginia, calling attention to his work as one of the authors of the *Pharmaceutical Syllabus*, and as a member of the U. S. P. Revision Committee.

A GLIMPSE OF U. S. P. REVISION METHODS

By DR. W. G. CROCKETT

Dr. Crockett's address dealt with the organization of the Revision Committee and

explained its functions. He showed the great amount of work necessary for Pharmacopoeial Revision. In conclusion he discussed the investigational work that is being carried out on some of the common galenical preparations.

President Weatherly thanked Dr. Crockett for his instructive address.

Announcement was made of the critical illness of Mr. W. A. Ring, of High Point, a member of the Association since 1897, and, upon the motion of Mr. Cecil, the Secretary was instructed to send a message of sympathy to Mr. Ring. (This was later sent by the Secretary.)

The Report of the Insurance Committee was called for.

Chairman C. L. Eubanks rendered the following report:

REPORT OF THE INSURANCE COMMITTEE

The Insurance Committee submits the following report for the year 1931-32:

We now have approximately \$700,000 worth of insurance in force. We have received as commissions from this amount of insurance a total of \$694.72. Our disbursements for the year amounted to \$614.31, leaving a credit balance of \$80.41. A summary of disbursements are as follows:

SUMMARY OF EXPENSE ACCOUNT 1931-32 F. O. BOWMAN

Telephone and Telegrams	\$ 64.85
Postage and Office Supplies	33.85
Circular letter	18.75
Stationery	20.50
Stenographic help and rent	180.00
Traveling Expenses	296.36
Total	\$614.31

Summary

Receipts from Commissions	\$694.72
Expenses	614.31
	\$ 80.41
Deficit on June 1, 1931	\$247.65
Deficit on June 1, 1932	\$167.24

Respectfully submitted,

(Signed) C. L. EUBANKS, *Chairman*,
J. P. STOWE,
F. O. BOWMAN,
C. C. FORDHAM, JR.,
L. W. AIKEN.

Upon the motion of Mr. Horne, seconded by Mr. Hancock, the report of the Insurance Committee was accepted.

Chairman A. N. Martin was called upon for a report of the Committee on the Principles of Business Practice.

There was no report.

SECRETARY BEARD: I have a paper written by Mr. E. C. Daniel, of Zebulon, a member of the Committee on the Principles of Business Practice, which he sent to me because he could not be present at the meeting. The paper is entitled, "Principles of Business Practice in a Small Town Drug Store." It is so good but so long that I would like to present it by title now and later print it in the CAROLINA JOURNAL OF PHARMACY.

This permission was granted.

Chairman Beard was called upon for a report of the delegates to the A. Ph. A. convention.

Chairman Beard asked that his report be dispensed with since it was printed in full in the September, 1931 issue of the JOURNAL.

The members agreed to this suggestion.

Chairman Goode was asked for a report of the delegation to the N. A. R. D. convention.

Chairman Goode rendered an informal report, stating that he and Mr. Eubanks had attended the 1931 convention in Detroit, and calling attention to the aims of the N. A. R. D., as well as to the work the organization is accomplishing.

The report of the Committee on the President's Address was called for. This will be found on page 32.

The next order of business was the report of the Committee on Time and Place of Next Meeting.

President Weatherly stated that the members of this Committee had been compelled to return to their respective homes and had asked him to say that the Committee recommended Blowing Rock as the next place of meeting.

This recommendation caused considerable discussion, which was participated in by Messrs. Cooke, Cecil, Herndon, Lyon, Horne, Fordham, Thomas, Beard, Goode, and Hug-gins. The members felt that Blowing Rock offered many inducements, but in view of the present depression it was important to hold the 1933 meeting at a central point in the State. Finally, upon the motion of Mr.

Fordham, duly seconded, Charlotte was selected as the place of meeting for 1933.

MR. C. R. THOMAS: I want to make a motion that the Secretary frame a vote of thanks to all that have made this meeting a success, and especially should we thank the local druggists and their families for the good time we have had, as well as the T. M. A. for their splendid entertainment. This meeting has been one that we will long remember.

The motion was enthusiastically carried.

Chairman Goode read the following resolution from the 1931 Proceedings and asked that it be re-adopted:

Whereas, we believe a sales tax is an unwise and inequitable system of taxation; that its operation would place an unreasonable and expensive burden upon retailers, making every merchant a tax collector for the State without compensation; that it would create bootleg merchandising and encourage dishonesty, that it would drive business from the State and increase mail order buying and work irreparable injury to mercantile interests, therefore, be it

Resolved, that this Association is unalterably and unqualifiedly opposed to a sales tax in any form either general or special and its officers and the Legislative Committee are instructed to do everything possible to prevent the enactment of such a tax by the General Assembly of the State, and that we co-operate to the fullest extent with organizations to accomplish the defeat of any such legislation.

Upon the motion of Mr. Hancock, seconded by Mr. Eubanks, this resolution was adopted.

Chairman Goode moved the adoption of the following resolution:

WHEREAS, the National Association of Retail Druggists has had our continuous coöperation for the past few years, and

WHEREAS, We believe the work of the N. A. R. D. is most important and should be pursued in behalf of the retail drug trade, therefore,

BE IT RESOLVED by the North Carolina Pharmaceutical Association in meeting assembled June 21 to 23, in High Point, North Carolina, we pledge our coöperation and urge the retail drug trade of this State, to affiliate and support the National Association of Retail Druggists in a more generous way, and

BE IT FURTHER RESOLVED that a copy of this resolution be forwarded to the National Headquarters.

The resolution was adopted.

At this point Mr. Welfare moved the adoption of the following resolution:

WHEREAS, the North Carolina Pharmaceutical Association, in convention assembled at High Point, N. C., June 21, 22 and 23, 1932, is advised from the record of the hearing before the Senate Finance Committee that the General Attorney of the N. A. R. D. opposed the enactment of a small General Manufacturers Excise tax, and

WHEREAS, the National Association of Retail Druggists in convention assembled at Detroit, opposed a General Sales tax on the assumption that it would be paid by the retailer, and

WHEREAS, it was to the advantage of all retailers to favor the proposed 1 $\frac{3}{4}$ % General Manufacturers Excise tax, which would have been absorbed by the manufacturer without placing any additional burden on the retailer, and

WHEREAS, this convention feels that the intolerable tax burden resulting in the failure to enact a small General Manufacturers Excise tax might have been averted had we had the support of the General Attorney of the N. A. R. D. in vigorously favoring the small General Manufacturers Excise tax,

NOW, THEREFORE, be it resolved that a copy of this resolution be sent by our delegation to the next N. A. R. D. convention, with the request that proper explanation be made of this grievous mistake.

This resolution caused some discussion. Mrs. Philip mentioned some of the experiences and difficulties encountered during the last session of Congress, and Mr. Goode quoted from the record in support of the resolution. Finally, Mr. Herndon seconded the motion and the resolution was adopted.

The report of the Nominating Committee was presented by Chairman Warren W. Horne. The following names were submitted as nominees for office for the year 1933-34, to be elected by mail ballot:

For President:

W. C. Ferrell, Nashville.

J. C. Hood, Kinston.

For First Vice-President:

D. L. Boone, Durham.

Roger A. McDuffie, Greensboro.

For Second Vice-President:

E. F. Rimmer, Charlotte.

P. J. Suttlemyre, Hickory.

For Third Vice-President:

P. B. Bissette, Wilson.

C. E. Matthews, Jr., Roanoke Rapids.

For Secretary-Treasurer:

J. G. Beard, Chapel Hill.

John Doe, Anywhere.

For Member of the Executive Committee for Three-Year Term:

I. W. Rose, Chapel Hill.

S. E. Welfare, Winston-Salem.

Secretary Beard argued that the ballot violated the By-Laws in that a fictitious name appeared as a nominee for Secretary-Treasurer. Moreover, there must be two candidates for each office. The name of Mr. C. L. Eubanks was added as a candidate for Secretary-Treasurer. The report of the committee was then accepted upon the motion of Mr. Hancock, seconded by Mr. Goode.

Mr. Fordham moved that a committee be appointed to send a suitable message of sympathy and good wishes to President-elect Polk C. Gray.

The President appointed on this committee Messrs. Fordham, Horne, Eubanks, and Beard. The committee later sent a suitable message of sympathy and esteem to Mr. Gray.

The chair recognized Secretary Beard.

SECRETARY BEARD: There is one officer to be elected from the floor. As you all know, Professor Rose completes his term as a member of the Board of Pharmacy after serving us satisfactorily for many years and his successor must be chosen today. I would like to step down as an officer and as a member place in nomination a man for this office. Many of us have given a great deal of thought to the successor to Mr. Rose and we have come to the unanimous conclusion that there is one man who can fill the position more satisfactorily than any other person we can name. The person I have in mind is very much opposed for business reasons to allowing his name to be presented, but those of us who have selected him for the post feel that we should not regard his personal objections. I would like to nominate Mr. Warren W. Horne, of Fayetteville, to succeed Mr. Rose as a member of the Board of Pharmacy. He is a man whom I don't have to laud here; all of you love him as I do; all of you admire him as I do; and I hope you won't listen to any objections he may offer.

Mr. Hancock seconded the nomination of Mr. Horne.

Mr. Dowdy moved that the nominations be closed, Mr. Welfare seconded the motion, and Mr. Horne was enthusiastically elected a member of the Board of Pharmacy for a term of five years beginning April 28, 1933.

The next order of business was the installation of officers for the ensuing year.

SECRETARY BEARD: I think it is only fair to President-elect Polk C. Gray to say that he feels he should tender his resignation. In two senses of the word he is not eligible for the office. He has been ill for weeks and cannot, therefore, be here to be installed. In the second place he has recently sold his business. I don't think we should have any hesitancy in electing a successor. However, in view of Mr. Gray's long service in the Association and because he was actively engaged in the drug business at the time of his election, I am wondering if we should not disregard his wishes and elevate him to the presidency. I am not asking you to take this step; I am simply suggesting that you give the facts I have presented your consideration.

Messrs. Fordham and Horne felt that Mr. Gray should be made president.

FIRST VICE-PRESIDENT-ELECT CECIL: I move that Mr. Gray be elevated to the presidency of this Association. I can assure you that I will stand right behind him and if he finds that he is incapable of performing any duties I will be glad to take care of such responsibilities to the best of my ability.

The motion was carried and the Association proceeded with the installation of the other new officers, elected by mail ballot during the summer of 1931. Messrs. Goode and Welfare were selected as a committee to present the following officers who will serve for the year 1932-33.

First Vice-President: A. C. Cecil, High Point.

Second Vice-President: J. M. Hall, Sr., Wilmington.

Third Vice-President: H. M. Cooke, Spencer.

Secretary-Treasurer: J. G. Beard, Chapel Hill.

Member of the Executive Committee for a

Three-Year Term: C. C. Fordham, Sr., Greensboro.

EX-PRESIDENT WEATHERLY: The time has come for the new president to occupy this beautiful chair, given by the High Point druggists. In concluding my administration I will repeat what I stated in my address—that the druggists of North Carolina have a very warm spot in my heart. During my tenure of office I have realized my weakness in the things I have endeavored to do. I have tried, however, to promote the interests of pharmacy in North Carolina to the best of my ability. It is now my pleasure to turn over the chair to Vice-President Cecil in the absence of President Gray.

FIRST VICE-PRESIDENT CECIL: I want to accept the chair in behalf of President Gray. I shall personally take the president's chair to him for his use during the coming year.

At this point Mr. Goode presented to the Association Dr. J. T. Burrus, of High Point, former legislator who vigorously opposed the sales tax at the last session of the General Assembly, and who is now president of the State Board of Health.

Dr. Burrus expressed his pleasure at being present, spoke of how closely the medical and dental professions are allied with pharmacy, and paid tribute to the service Mr. Goode had rendered as a member of the State Board of Health. Continuing, Dr. Burrus said, "You are not only druggists and professional men, but you are citizens of this great commonwealth and you should be worthwhile citizens. You must be ready to take your position upon any worth while measure that comes up." He then launched an attack on "that school of demagoguery" which works on the premise that doctors, druggists and dentists aren't business men and, therefore, ought not to enter politics. What these demagogues say is not true. "The doctors, the dentists and druggists are good business men and we have a right to take our positions in political government for there is no group that gives as much to humanity and still makes a living." "That brings me up to this point. This powerful organization of yours should step right along into the arena and enter into the politics

of the government of this great state of North Carolina." He urged the members to "go down to the next Legislature and fight these demagogues to the death." (Applause.)

Vice-President Cecil thanked Dr. Burrus for his address and paid tribute to his activities in the Legislature and to his long service as a physician of High Point.

SECRETARY BEARD: On behalf of this body I wish to thank Local Secretary Cecil, Messrs. Hoffman, Dowdy and the other druggists of High Point as well as the local ladies for the splendid way in which they have arranged for the business and the pleasure of this convention. I wish to express our gratitude to the visitors who came from a distance. A vote of thanks should also be given to the hotel management for the way they managed convention details before we came and looked after us when we arrived. We should also state our appreciation to the Traveling Men's Auxiliary for the delightful entertainment they provided. We also want to thank the Justice Drug Co. and the Barbee-Hayes Co. for the barbecue, and all others who have in any way contributed to the success of this convention.

Vice-President Cecil announced that the prizes in the Golf Tournament had been won by Mr. P. D. Gattis, of Raleigh (a men's traveling set) and Mr. Ed Lane, of Charlotte (a fountain pen).

SECRETARY BEARD: We are thinking of establishing at the University a Student Branch of the N. C. P. A. and we should like for the Association to authorize the Executive Committee to grant this privilege

if mutually agreeable plans can be formulated.

The endorsement was given.

Secretary Beard announced a meeting of the new Executive Committee immediately following the adjournment of the convention.

There being no further business, the convention adjourned *sine die*.

(Signed) J. G. BEARD,

Secretary-Treasurer.

ENTERTAINMENT FEATURES

The entertainment features of the High Point convention were varied and delightful. The ladies were tendered an automobile drive over the city of High Point on the first afternoon of the convention. Among the places visited were the Comer Covington estate, the furniture exposition building, etc. The men enjoyed a golf tournament at Blair Park. Nine holes were played the first afternoon and the remaining nine the second day. For the men who did not play golf free fishing was provided at City Lake. On Tuesday evening there was a reception and dance at the High Point Country Club, given by the druggists of High Point. During the evening special features were introduced. There was a card party at the Sheraton Hotel on Wednesday morning for the ladies and that evening the Traveling Men's Auxiliary gave a banquet and dance. Thursday morning the ladies were given a theatre party, and immediately following the adjournment of the convention the Justice Drug Co. and the Barbee-Hayes Co. tendered all Association members and guests a barbecue at City Lake.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the High Point meeting.

A dagger (†) before a member's name denotes both life and charter membership.

Names of life members are printed in small capitals.

Names of charter members are printed in italics.

The date following a member's name indicates years of affiliation.

A

Ackerman, Harvey Arthur.....	1929	Bishopville, S. C.
Ackerman, Robert Nollie.....	1928	Bishopville, S. C.
*Adams, Edward Clarence.....	1910	Gastonia
Adams, John Leon.....	1925	Gastonia
Adams, Will Johnson.....	1929	Sylva
Ahrens, Adolph George.....	1926	Wilmington
Aiken, Joseph Henry.....	1925	Biltmore
Aiken, Leonard Walter.....	1917	Asheville
Alderman, Jacob Leroy.....	1923	St. Pauls
Allen, Charles Henry.....	1920	Winston-Salem
Allen, H. H.....	1917	Cherryville
Anderson, Joe (1913).....	1924	New Bern
*Andes, Garrette Earl.....	1929	Wadesboro
*Andrews, Charles M.....	1907	Burlington
*Andrews, Richard Homer.....	1915	Burlington
Andrews, Wesley T.....	1922	Goldsboro
Arps, Ernest Guilford.....	1926	Plymouth
*Austin, Beverly Newton.....	1928	Kings Mountain

B

*Bain, Jones Douglas.....	1925	Lexington
Baker, Julian LaFollette.....	1929	Wilson
Baker, Walter Presley.....	1922	Raeford
Ballance, Geo. Harvey.....	1928	High Point
*Ballew, James Gordon.....	1917	Lenoir
*Barbour, Joseph Parker.....	1928	Burlington
Barger, Calvin Nicholas.....	1928	Oakboro
Barnhardt, Manlus Ray.....	1929	Rockwell
Barnhill, Walter Lee.....	1924	Wilson
Barrett, Raymond Ellis.....	1919	Burlington
Baucom, Alfred Vernon.....	1906	Apex
*BEARD, J. G. (1923).....	1908	Chapel Hill
Beavans, William Eugene.....	1919	Enfield
Beddingfield, Chas. H.....	1919	Clayton
Beddingfield, Edgar T.....	1917	Clayton
Bell, Frank Roland.....	1924	Beaufort
Bender, Walter Meares K.....	1928	Wilmington
Bennett, Kelly E.....	1912	Bryson City
Bernard, Germain.....	1904	Durham
Berryman, C. H.....	1929	Blowing Rock
*Best, John Harper.....	1923	Greensboro
Bilbro, Quinton Trotman.....	1924	West Asheville
Bingham, William Hunter.....	1927	Concord
Bissette, Paul Branch.....	1924	Wilson
Black, Bonner Brevard.....	1921	Cleveland
Black, Frank Leroy.....	1928	Lenoir
Black, Oliver Randolph.....	1927	Bessemer City
Blackman, Broadus Lee.....	1928	East Spencer
Blair, Rochell Kent.....	1919	Charlotte
*Blanton, Charles Donald.....	1928	Lowell
Blauvelt, William Henry.....	1931	Asheville
Blue, A. F.....	1919	Laurinburg
Blue, Daniel Adolph.....	1926	Carthage
Bobbitt, Adolphus Bracey.....	1919	Winston-Salem
Bobbitt, Louis Myron.....	1917	Winston-Salem
Bobst, Harry Ransom.....	1931	Hendersonville
Boddie, Samuel Perry.....	1920	Louisburg
Bolinger, Clayton Emerson.....	1928	Asheville
Boon, W. J.....	1904	Rocky Mount
*Boone, D. Leonard.....	1905	Durham
Boone, John Troy.....	1915	East Durham
Boyce, James B., Jr.....	1916	Warrenton
Boysworth, Ernest Gaston.....	1928	Henderson
BRADHAM, C. D. (1906).....	1895	New Bern
Bradley, Jesse Powell.....	1910	Burlington
Bradshaw, Edw. Luther.....	1927	Kinston
Bradsher, Wm. D.....	1928	Charlotte
Brady, Chas. A.....	1919	Newton

*Brame, Robert Marvin.....	1901	N. Wilkesboro
Brame, Wm. Anderson.....	1913	Rocky Mount
Brantley, John C.....	1917	Raleigh
Brantley, John Calvin, Jr.....	1930	Raleigh
Brewer, Stroud Otis.....	1915	West Durham
Brinkley, James Hackburn.....	1923	Hillsboro
Brison, John Edgar.....	1924	Gastonia
Britt, Carl Barden.....	1928	Rocky Mount
Brock, Alva.....	1931	Charlotte
Brodie, Thomas Lewis.....	1930	Oxford
Brooks, Frank Gibbons.....	1921	Siler City
Brookshire, Guy Elliott.....	1919	West Asheville
Brookshire, Lloyd P.....	1924	West Asheville
Brown, Bonnie Curlee.....	1931	Troy
Brown, Henry C.....	1915	Goldsboro
Brown, Joseph Key.....	1913	Greenville
Browning, David Benjamin.....	1929	Rocky Mount
Bryan, Robert Bruce.....	1927	Candler
Bunting, J. H. (1893).....	1923	Wilmington
Burgiss, Thos. Ray.....	1926	Sparta
Burnett, John Paul (1918).....	1930	Whitakers
Burt, Milton Stanley.....	1930	Varina
*Burwell, W. A.....	1919	Raleigh
Bynum, Carney Washington.....	1928	Durham

C

Cagle, Carlus Vann.....	1927	Greensboro
Cain, Charles Macbeth.....	1931	Henrietta
Caldwell, Paul Grier.....	1922	Gastonia
Campbell, Francis Earle.....	1927	Hamlet
Campbell, Rowe B.....	1918	Taylorsville
Canaday, Ralph Clarence.....	1913	Four Oaks
Capehart, Cullen Tucker.....	1920	Charlotte
Carswell, Ransom Fred.....	1920	Winston-Salem
CARTER, SAMUEL (1918).....	1915	Salisbury
Cate, Arlindo S. (1909).....	1922	Greensboro
*Ceel, Aros Coke.....	1919	High Point
Chalker, Otis Geiger.....	1922	Winston-Salem
Champion, Herbert Otis.....	1926	Shelby
Chandler, Emmett Owen.....	1930	Leaksville
Cherry, Jas. L.....	1925	Belmont
*Civil, John Keough.....	1928	Charlotte
Clark, Claude Baxter.....	1924	Williamston
Clark, Wm. Alexander.....	1926	Winston-Salem
Claverie, Jos. Stanilous.....	1917	Asheville
Clayton, Albert Winfrey, Jr.....	1926	Durham
Cline, Clement Eugene.....	1924	Asheville
Cline, Frederick Herman.....	1920	Charlotte
Cline, Jas. Oren (1917).....	1930	Lenoir
Cobb, James Louis.....	1920	Brevard
Cole, Thos. Reid.....	1925	Pinehurst
Compton, James Wesley.....	1917	Salisbury
Connell, Jas. Beardsley.....	1930	Henderson
*Cooke, Henry Maddy.....	1906	Spencer
*COPELAND, ROBT. R. (1925).....	1917	Ahoskie
Coppedge, J. Benj. (1913).....	1922	Raleigh
*Coppedge, James William.....	1915	Raleigh
*Costner, Beverly Pulaski.....	1910	Lincolnton
*Council, Commodore Thos.....	1915	Durham
Cox, Leland Hall.....	1928	Belmont
Crabtree, Gilbert.....	1915	Raleigh
CRABTREE, W. A. (1917).....	1915	Sanford
Crawford, Charles Latham.....	1926	Greensboro
Crawford, Edgar P.....	1919	Lenoir
Creech, Durward H. (1908).....	1929	Smithfield
Croom, Robt. DeVane.....	1924	Maxton
Culpepper, Frank Douglas.....	1913	Asheville
Curtis, Jas. Richard.....	1929	Bessemer City

D

*Dailey, R. I.....	1919	Reidsville
Daniel, Elbert C.....	1916	Zebulon
Darlington, James Manly.....	1924	Winston-Salem
Davis, Clifford Vernon.....	1921	Suffolk, Va.
Davis, David Ramsey.....	1926	Williamston
Davis, Edwin Bonner.....	1916	Morganton
Davis, Hamilton Ewart.....	1927	Andrews
Davis, James Robert.....	1925	Marion
Davis, Jos. Gomer.....	1927	Spindale
Davis, Junius W.....	1919	Edenton
Davis, Karl Welfare.....	1922	Winston-Salem
Dawson, Benj. Truet.....	1920	Rocky Mount
Day, Lewie Griffith.....	1930	Spruce Pine
*Dayvault, Frank Wilson.....	1929	Mooreville
*Deal, Harland Murlee.....	1926	Landis
*Dees, Fred.....	1919	Burgaw
*Dees, Robt. Edw. Lee.....	1920	Wallace
Dennis, Carol Mower.....	1931	Shelby
Derrick, Claude Lonnie.....	1928	Greensboro
Detter, Eli Earle.....	1925	Hickory
Dill, Geo. W., Jr.....	1927	Morehead City
*Dillehay, J. T.....	1929	Winston-Salem
Dinwiddie, Paul Homes.....	1925	Asheville
*Dowdy, David Astor.....	1918	High Point
Driggers, Earle.....	1925	Winston-Salem
Duffy, Frank S.....	1919	New Bern
Dukes, Marion Heyward.....	1926	Hillsboro
Dunn, Robert A.....	1904	Charlotte
Durham, Carl Thomas.....	1918	Chapel Hill

E

Eason, Chas. Wm.....	1928	Charlotte
Edgerton, Elmer Otis (1908).....	1930	Raleigh
Edwards, Otho Crowell.....	1922	Raleigh
Edwards, Snowdie McG.....	1919	Ayden
Edwards, Thos. Northey.....	1919	Charlotte
Eldridge, Julius.....	1922	Greenville
*Elliott, Augustus Green.....	1915	Fuquay Springs
*Elrod, Hugh Foster.....	1924	Greenville, S. C.
Elson, John Ross.....	1932	Canton
Etheridge, Samuel B.....	1917	Washington
Etheridge, Sidney G.....	1917	Elizabeth City
Etheridge, Thomas Jarvis.....	1924	Oxford
*Eubanks, Clyde L.....	1913	Chapel Hill
*Eubanks, James Norwood.....	1920	Greensboro
Evans, William Bryant.....	1924	Mt. Airy

F

Farrington, John Vanstony.....	1926	Charlotte
Feagin, E. L.....	1928	Hendersonville
Ferguson, Howard Quinn.....	1924	Statesville
Ferguson, John Stratford.....	1929	Raleigh
*Ferrell, Wessie Conway.....	1920	Nashville
Fetzer, Frank Goodson.....	1922	Wadesboro
Fields, James Thaddeus, Jr.....	1917	Laurinburg
Finley, Gray Bynum.....	1920	Marion
Fisher, Lester.....	1920	Statesville
*Fitchett, Carl E.....	1916	Dunn
Fleming, Cary Hunter.....	1929	Raleigh
Fleming, J. M.....	1929	Latta, S. C.
*Fordham, Christopher C.....	1897	Greensboro
Foster, Caney.....	1913	Weldon
Foster, Dan Wm.....	1927	West Asheville
Fowlkes, Wm. Mortimer.....	1920	Henderson
*Fox, Charles Michael.....	1909	Asheboro
Fox, Ludolph Glenn.....	1922	Rockingham
*Franklin, Kenneth Vaden.....	1928	Raleigh
Frieze, William Scott.....	1919	Concord
Frontis, Stephen William.....	1930	High Point
Fullenwider, Phifer.....	1924	Raleigh
Futrelle, William Leon.....	1916	Wilmington

G

Gamble, Archie Alex.....	1926	Waxhaw
*Gamble, Chas. Franklin.....	1920	N. Charlotte
Gamble, John Paul.....	1921	Monroe
*GATTS, PHILLIP D. (1929).....	1922	Raleigh
*Gibson, Allison McL.....	1925	Gibson
Gilliam, Wade Axom.....	1925	Winston-Salem
*Glass, Patrick Gray.....	1926	Kannapolis

Glenn, Arthur Leon.....	1925	Charlotte
Glenn, Eric Faulkner.....	1932	Fayetteville
*Glenn, Jamerson Samuel.....	1925	Mount Olive
Gooch, Roland Louis.....	1922	Oxford
*Goode, Bagwell Sutton.....	1930	High Point
*GOODE, J. A. (1919).....	1911	Asheville
*Goodman, George C.....	1881	Mooreville
*Goodrum, C. S.....	1916	Davidson
Gordon, Thos. Wilson.....	1932	High Point
Gore, Chas. Samuel.....	1928	Asheville
Gorham, Richard Speight.....	1919	Rocky Mount
*Graham, John Calhoun, Jr.....	1917	Red Springs
*GRANTHAM, G. K. (1918).....	1895	Dunn
Grantham, George Kenneth.....	1926	Dunn
Grantham, Hiram.....	1904	Red Springs
Grantham, Leland B.....	1929	Passagrilla, Fla.
Grantham, Lewis Irvin.....	1916	St. Pauls
Green, Charles F.....	1915	Wilmington
Greene, Herbert Cooper.....	1920	Charlotte
*GREYER, C. P. (1917).....	1909	Morganton
GRIFFIN, Brack C.....	1918	Huntersville
*Griffin, Octavius.....	1925	Rosemary
Griffin, William Russell.....	1926	Fremont
Griffith, W. (1914) (1923).....	1932	Hendersonville
Grisson, Gilliam.....	1922	Raleigh
Guion, Clayton Lloyd.....	1921	Aberdeen
Guion, Clyde Doyle.....	1919	Cornelius
Guion, Howell Newton.....	1921	Marshville
Guition, John Albert.....	1921	Whiteville
Gunter, Charles Newton.....	1926	Washington, Ga.
Gurley, William Burden.....	1917	Windsor

H

Hair, Robert Clifton.....	1924	Pineville
Hales, Ralph A., Jr.....	1925	Spring Hope
Hall, James Malcolm.....	1922	Wilmington
Hall, Jas. Samuel.....	1926	Fayetteville
Hall, John Perry.....	1925	Oxford
Hall, Sam Cannady (1924).....	1931	Oxford
*Hall, Stacy Buckner.....	1926	Moxville
Ham, Thos. J., Jr.....	1926	Yanceyville
*†Hancock, Franklin Wills.....	1880	Oxford
Hand, Jasper Kennedy.....	1922	N. Charlotte
Hardee, Aldridge Kirk.....	1924	Graham
Hardee, Wm. Edmund.....	1927	Charlotte
Hardin, Eugene Brooks.....	1924	Wilmington
Hardwicke, St. John Hart.....	1924	Wake Forest
*Harper, C. P.....	1904	Selma
Harper, Carl Talmadge.....	1917	Zebulon
Harper, Wm. Lacy.....	1926	Aberdeen
Harris, Wm. B.....	1932	High Point
Harrison, Louis Swepson.....	1927	Weldon
*Hart, John Albert.....	1927	High Point
Hart, L. W.....	1921	Fayetteville
Hart, Robert Lee.....	1920	Southern Pines
Harville, Reese Courts.....	1917	Thomasville
*Haupt, Edward.....	1925	Newton
Hayes, Geo. Everett.....	1920	Hickory
Haymore, Jos. Baxter.....	1927	Maxton
*Haywood, C. L.....	1910	Durham
*HEDGEPETH, R. A. (1931).....	1924	Lumberton
Henderson, Guilford Elerby.....	1927	Lynchburg, Va.
*Herndon, Claude Nash (1922).....	1928	Greensboro
Herring, Needham B.....	1917	Wilson
*Herring, Robert Roscoe.....	1917	Oxford
Hester, Fred.....	1922	Asheville
Hesterly, Louis Enloe.....	1914	Hendersonville
High, Paul J.....	1932	Asheville
*HICKS, HENRY T. (1917).....	1897	Raleigh
Hicks, John Elias Faison.....	1930	Goldsboro
Hilton, Charles McLane.....	1908	Greensboro
Hobbs, Alden.....	1926	Kinston
*Hocutt, Delma Desmond.....	1920	Henderson
*Hodges, Fred Hopkins.....	1925	Blowing Rock
*Hoffman, Joseph Filson.....	1920	High Point
*Hogan, Alexander Lacy.....	1924	Kinston
Holland, Henry Odessa.....	1915	Apex
Holland, Robert Frank.....	1925	Charlotte
Holland, Willis Froneberger.....	1924	Mount Holly
*Hollingsworth, Joseph.....	1919	Mount Airy
Holroyd, Robt. McTernin.....	1928	Whiteville
*Holshouser, John Leidy.....	1929	Chapel Hill
*Hood, John C.....	1919	Kinston

Hood, Richard Thorton.....	1920	Kinston
*Hood, Thomas Ruffin.....	1880	Smithfield
Hood, Thos. R., II.....	1925	Dunn
Hooper, Fred Lambert.....	1929	Sylva
Horne, S. Ruffin.....	1920	Fayetteville
*HORNE, W. W. (1917).....	1900	Fayetteville
House, Joseph.....	1924	Beaufort
*Hoyle, Marion H.....	1919	Cooleemee
Hudson, Joe Parks.....	1925	Monroe
Huggins, Herman H.....	1932	Charlotte
Huiham, Walter.....	1918	Morehead City
Hughes, John Robert.....	1919	Madison
Hutchins, James Alexander.....	1910	Winston-Salem

I

Irvin, Otho Leroy.....	1924	Concord
Iseley, George A.....	1920	Raleigh

J

Jacobs, Marion Lee.....	1927	Chapel Hill
Jackson, Jasper Carlton.....	1927	Woodland
*Jackson, Leonidas.....	1924	Erwin
*JAMES, ALBERT ALLISON.....	1916	Winston-Salem
James, Charles Jordan.....	1930	Hillsboro
*Jarrett, Lloyd Montaville.....	1922	Biltmore
Jenkins, Charles McBride.....	1925	Old Fort
Jenkins, Sam.....	1929	Walstonburg
Jernigan, Rupert.....	1915	Fayetteville
Jetton, W. A.....	1912	Davidson
JOHNSON, JAS. EDWIN.....	1928	Lumberton
Johnson, Jay Hugh.....	1928	N. Wilkesboro
Johnson, Roy Josiah.....	1924	Asheville
Johnson, William Lewis.....	1924	Raleigh
*Joiner, Arthur Eugene.....	1924	High Point
*Joiner, Leon B.....	1920	High Point
Jones, Alpheus.....	1915	Warrenton
Jones, Dolan.....	1927	Monroe
Jones, John Barnes.....	1913	Lexington
Jones, John Lee.....	1924	Canton
*Jones, Joseph Hunter.....	1919	Haw River
Jordan, Dillon Leroy.....	1921	Raleigh
Justus, William Hicks.....	1887	Hendersonville

K

*Kale, Robert Glenn.....	1931	Winston-Salem
Kelly, George Carl.....	1928	Lillington
Kendall, Bloomfield Horton.....	1922	Shelby
Kerner, Lewis Clarence.....	1905	Henderson
Kerr, Jas.....	1930	Liberty
Kibler, Ralph Emory.....	1922	Morganton
King, B. Frank.....	1928	Hickory
King, J. R.....	1915	East Durham
Kirby, Guy Smith, Jr.....	1920	Marion
Kirkham, Paul Edwin.....	1926	Winston-Salem
Kirkpatrick, Geo. Luther.....	1928	Black Mountain
Koonce, John Edw.....	1918	Chadbourn
*Koonits, Archie Alva.....	1931	High Point
Kritzer, Everett Loftus.....	1922	Salisbury
Kunkle, Austin Boyd.....	1935	Coucouer
Kyser, Edw. Vernon.....	1923	Rocky Mount

L

Lamar, W. L.....	1925	Albemarle
Lamm, Lewis Marion.....	1924	Mount Airy
*Langdon, Ralph Edw.....	1924	Raleigh
*Lasley, Matthew Ivey.....	1924	Winston-Salem
Lawing, Karl Lauder.....	1922	Lincolnton
Layton, Clifford Chas.....	1925	Laurinburg
*Lazarus, Jos.....	1925	Sanford
Lea, Lumarlin John.....	1927	Maxton
Lea, Verne Duncan.....	1920	Charlotte
LEE, PARMILLUS A. (1918).....	1906	Dunn
Leggett, W. A.....	1897	Edenton
Legett, John Salathiel.....	1928	Charlotte
Lewis, Horace R. (1917).....	1930	Asheville
Lewis, Wilson E.....	1919	Mount Olive
Liles, Wayland Andrew.....	1924	Durham
LISK, DANIEL CLYDE (1929).....	1920	Charlotte
Long, Roy (1920).....	1925	Brevard
*Lord, Charles A.....	1916	Asheville
Lunn, Frank Haliburton.....	1917	Winston-Salem

Lutz, Horace Cleveland.....	1909	Hickory
Lynch, Norman Walker.....	1920	McColl, S. C.
Lynn, Robert Marion.....	1925	Gastonia
Lyon, F. F.....	1916	Oxford
*Lyon, Robert P.....	1919	Charlotte

M

Mabry, Chas. Snellings.....	1917	Hamlet
McCrimmon, Daniel David.....	1928	Hemp
McDaniel, Paul Love.....	1931	Washington, D.C.
McDaniel, Wm. Aubrey.....	1919	Enfield
*McDonald, A. H. (1919).....	1927	West Durham
McDonald, W. R., Jr.....	1921	Hickory
*McDuffie, Roger Atkinson.....	1915	Greensboro
McGee, Robt. Henry.....	1927	Belton, S. C.
McKay, Daniel McNeill.....	1917	Durham
McKenzie, Lacy McKinnon.....	1920	Lumberton
McKesson, Louis Walton.....	1902	Statesville
*McKinney, Wm. Merriman.....	1928	Greensboro
*McLeod, Alton Brooks.....	1928	Mebane
McMillan, Benj. Frank.....	1932	Lumberton
McMillan, John D.....	1916	Lumberton
McMullan, Francis Hunter.....	1918	Old Fort
McNeely, Ralph Parker.....	1929	Charlotte
McNeill, Geo. K.....	1906	Rowland
Macon, Arthur Boise (1918).....	1932	Pilot Mountain
*Malone, Charles Everett.....	1917	Salisbury
*Markham, George Wilbur.....	1929	Greensboro
*Martin, Alfred Newman.....	1922	Rosemary
Martin, Synrod L., Jr.....	1924	Leaksville
*Mathews, Chas. E., Jr.....	1919	Roanoke Rapids
Mathews, George Edgar.....	1931	Fayetteville
Mathews, George W.....	1922	Asheville
Mathews, Walter Forest.....	1915	Randleman
Mathews, William McD.....	1928	Washington, D.C.
Mattocks, A. McL. (1911).....	1928	Wilmington
*MATTON, G. A. (1917).....	1885	High Point
Mauney, Walter McCombs.....	1928	Murphy
Mebane, Wm. Mason (1922).....	1932	Tryon
Melvin, Marion Butler.....	1924	Raleigh
Melvin, Perry Jenkins.....	1920	Roseboro
Meroney, Felix Porter.....	1929	Greensboro
Merriman, Wm. Doctor.....	1929	Charlotte
Miles, Morton Clifton.....	1917	Henderson
Miller, Carl Tienken.....	1916	Wilmington
Miller, Charles Borden.....	1890	Goldsboro
Miller, Clarence Mason.....	1932	Rose Hill
Millican, Alexander G.....	1921	Wilmington
Mills, John Craton.....	1919	Cliffside
Mills, Robt. S., Jr. (1924).....	1930	Marion
Mintz, M. B.....	1929	Southport
MISSILDAINE, E. E. (1917).....	1902	Tryon
*Mitchell, Cradup P. (1917).....	1922	Burlington
*Mitchell, Franklin Troy.....	1924	Fairmont
Mitchell, Henry Gother.....	1914	Hamlet
Mitchener, John A.....	1922	Edenton
Moir, Archie L.....	1919	Fayetteville
Montague, Geo. W.....	1919	Durham
Mooneyham, Oscar Jeter.....	1927	Henrietta
*Moore, Aurelius Roy.....	1924	Wilson
Moore, Bernice Culbreth.....	1931	Rocky Mount
Moore, Harold Porter.....	1927	Charlotte
Moore, John Patrick.....	1926	Elm City
Moore, Milton Alvin.....	1926	Roxboro
Moore, Thomas John.....	1927	Wilson
Moose, George Kelly.....	1925	Boone
Moose, Hoy Archibald.....	1927	Mount Pleasant
*Moose, Walter Lee.....	1924	Albemarle
Morgan, Ralph Siler.....	1929	Spruce Pine
Morrisette, Calvin Black.....	1919	Elizabeth City
Morrison, Matthew S.....	1906	Wilson
Morris, Wilton Hamlin.....	1929	Roxboro
Mullen, Lester Boyd.....	1922	Asheville
Munday, Clifton Conner.....	1922	Taylorsville
Murphy, Chas. Lee.....	1917	Salisbury
Murr, George Frank.....	1931	Thomasville

N

*Nance, John Sanford.....	1922	Charlotte
Nelson, John Basil.....	1929	Burlington
Neville, Augustus, Jr.....	1927	Spring Hope
Newsome, Henry C.....	1921	Winston-Salem
Nicholson, A. T.....	1915	Tarboro

Nicholson, M. A.	1918	Troy	Sappenfield, Jas. Alex.	1926	Kannapolis
NIESTLE, WILLIAM (1932)	1887	Wilmington	Sauls, M. M.	1915	Ayden
Norman, J. P. (1924)	1930	Yadkinville	Saunders, Lawrence S.	1927	Wilmington
Nowell, Wm. Robert	1913	Wendell	Savage, Robert	1928	Fairmont
Nye, Geo. Lanneau	1919	Lillington	Saxon, Hershel A.	1930	North Wilkesboro
O					
Oakley, Curtis Hill	1929	Roxboro	Scoggin, Lewis Edward, Jr.	1931	Louisburg
O'Brien, Joseph I.	1922	Pinehurst	Scott, John M.	1898	Charlotte
O'HANLON, E. W. (1929)	1895	Winston-Salem	Scroggs, Fleet Hall	1926	Statesville
O'Neal, Walton Prentiss	1928	Belhaven	Scruggs, Richard Goldwine	1920	Asheville
Overman, Harold Speight	1908	Elizabeth City	*Seawell, Charles Carson	1912	Greensboro
P					
PAGE, B. FRANK (1930)	1906	Raleigh	Secrest, Andrew McDowd	1907	Monroe
Palmer, Archibald Wm.	1925	Sanford	Selden, Jos. Stancell	1927	Weldon
Parker, Richard Smith	1922	Murphy	Sewell, Guion Linwood	1927	Rocky Mount
Parker, Walter Wellington	1915	Henderson	Shelton, Claude Fuller (1916)	1929	Chadbourn
Parker, W. W., Jr.	1924	Henderson	Sheppard, J. W.	1896	Charlotte
Parish, Leland Frederic	1931	Wilson	Sherard, J. Frank	1922	Hendersonville
Perry, Elijah B. (1919)	1929	Littleton	Shieder, George Abbott	1917	W. Asheville
Pfifer, Bascom Rommie	1929	Monroe	*Shuford, Lloyd Durham	1925	High Point
Phillips, Millard Brown	1919	China Grove	Simmons, Hansford Randolph	1932	Roxboro
Phillips, Wm. Penn.	1927	Spencer	Simpson, Louis Boyd	1927	Rock Hill, S. C.
Picklesimer, J. B.	1929	Brevard	Simpson, Thomas S.	1916	Winston-Salem
Pierce, James Stanley	1920	Rocky Mount	*Sinclair, Edw. Grady	1927	Raleigh
Pierce, Malcolm Ernest	1920	Charlotte	Sisk, Charles Jones	1925	Bryson City
Pike, Joseph Wm.	1922	Concord	Sitison, Jas. Andrew	1927	Mount Airy
PIKINGTON, G. R. (1920)	1898	Pittsboro	Sloop, Lonnie Leyburn	1919	Shelby
Pinnix, Joe Leak	1931	Winston-Salem	Smith, Casper	1914	Wilson
Pinnix, William Maple	1925	West Bern	Smith, Chas. Henry	1919	Charlotte
Pleasant, Frank R.	1919	Louisburg	Smith, Frank S.	1907	Asheville
Poole, Laurie Brittain	1924	Greensboro	Smith, Frank T.	1888	Franklin
Pope, A. R.	1922	Old Fort	Smith, Leon	1920	Kannapolis
Pope, Henry Lennon	1908	Winston-Salem	*Smith, Mattie Elizabeth	1926	Charlotte
Porter, Charles Davis	1924	Concord	Smith, Thel Eugene	1931	Goldsboro
Porter, J. D.	1932	Spruce Pine	Smith, Veruer Franklin	1929	Greensboro
Powers, L. Bruce	1915	Raleigh	Sparks, Jas. Ellis	1926	Hertford
Price, Samuel Howard	1920	Mooresville	*Spiggle, Jas. Blaine	1930	Draper
Prince, Robt. M.	1928	Greenville, S. C.	Spoon, Jas. Merritt	1926	Charlotte
PURCELL, SAM M. (1919)	1909	Salisbury	Spoon, Keuneth Bryan	1928	Charlotte
Q					
Quinn, Flay DeWitt	1921	Shelby	Stacy, Lewis Blanton	1929	Gastonia
R					
Ratley, Warren Archie	1932	Laurinburg	Stamps, Joseph Neal	1929	High Point
Ray, Clifford W.	1925	West Jefferson	*Stanback, Thos. Melville	1917	Spencer
Ray, Ervin Linwood	1926	Asheboro	Stevenson, John Thomas	1919	Elizabeth City
Rayburn, Hansel Lewis	1925	Hot Springs, Va.	Stimson, J. H.	1912	Statesville
RAYSOR, C. A. (1917)	1904	Asheville	Stone, Albert Hermann	1922	Spray
Reaves, Edwin Leroy	1920	Asheboro	Stone, Benjamin Franklin	1929	Lumberton
Reaves, L. E.	1915	Raeford	Stone, Wilbert Lawrence	1922	Franklinton
Reaves, Jefferson	1924	Waynesville	Stowe, Harry R.	1912	Charlotte
Reinhardt, Robt. Lee	1919	Forest City	*STOWE, JAMES P. (1921)	1906	Charlotte
Reins, Chas. Cicero (1925)	1930	Winston-Salem	*Stowe, Lester H.	1910	Charlotte
Rhodes, Cader	1924	Raleigh	*Stratford, Parke C.	1919	Greensboro
Rhynes, Clarence Little	1922	Boone	Strickland, Charles Brandon	1932	Spring Hope
Rhynes, Wayne Frank	1925	East Gastonia	Stuicks, Robert Bailey	1906	Belmont
Rice, Leslie Davis	1924	Greensboro	Sullivan, Lawrence Steers	1927	W. New Brighton
Richardson, Odell K.	1931	Sylva	Summey, Kelly Nims	1924	Mount Holly
Ridenhour, Davidson Giles	1917	Mount Gilead	Summery, Purvey Burpee	1924	Mount Holly
Rigby, John Neal	1928	Albemarle	*Suttle, Julius Albert	1919	Shelby
Rimmer, Eugene Freeland	1913	Charlotte	*Suttlenyire, P. J.	1922	Hickory
Rimmer, Robert Meril	1921	Franklin	SUTTON, JAMES LINWOOD	1915	Chapel Hill
Ring, Clifton A.	1908	High Point	Swaney, Charles Arthur	1925	Winston-Salem
Ring, Clifton A., Jr.	1927	High Point	Swaringen, DeWitt C.	1909	China Grove
Ring, Luther Branson	1922	Mount Olive	Swindell, Edmund Slade	1922	Durham
Rives, Herbert Lisle	1924	Bethel	T		
Robert, Herschel	1918	Weaverville	Tainter, Dean (1925)	1931	Marion
Roberts, Hubert Earl	1926	Marshall	*Tarkenton, Edward L.	1903	Wilson
ROBINSON, ERNEST F. (1930)	1926	Wilmington	Tart, David Whitfield	1916	Roxboro
Robinson, John Linwood	1919	Rutherfordton	*Tate, Earl Henry	1925	Lenoir
Rogers, Ralph Peel	1912	Durham	Tatum, J. M.	1928	Asheville
Rogers, William Leroy	1929	Rowland	Taylor, Jas. Clyde (1919)	1932	Knightdale
Rose, Ira Winfield	1906	Chapel Hill	Taylor, Leroy Boone	1927	Jackson
Ross, Henry Clay	1924	Winston-Salem	Taylor, William P.	1919	Roanoke Rapids
Rudisill, Jones Solomon	1910	Forest City	TEAGUE, M. F. (1919)	1917	Asheville
S					
Salling, A. T.	1912	Wilmington	Temple, Jasper Owen	1915	Kinston
Sanford, Roger Derrick	1922	Winston-Salem	Templeton, Geo. Seckler	1927	Mooresville
			*Thomas, C. R. (1901)	1911	Thomasville
			*Thomas, E. E. (1915)	1929	Roxboro
			*Thomas, E. R.	1907	Erwin
			Thomas, Wm. Graham, Jr.	1927	Varina
			Thompson, James Lee	1925	Reidsville
			*THOMPSON, PAUL HERMAN	1925	Fairmont
			Threatt, Julius Blakeney	1929	Durham
			Thrower, Hiram Eldridge	1919	Southern Pines
			Tilley, John Everett	1924	Winston-Salem
			Tingen, Wm. Z.	1928	Charlotte
			Tolson, Jas. Garland	1927	Henderson

Toms, Bate Carpenter.....	1919	Salisbury
Toms, Elmo Reid.....	1924	Wilmington
Townsend, J. H.....	1915	Red Springs
*Tripp, Guy Oscar.....	1924	Plymouth
Tucker, R. H.....	1919	Reidsville
*Tucker, William M.....	1919	High Point
Tugwell, James Benj.....	1916	Lillington
Turner, Walter D.....	1928	Elkin
Turnmyre, Arthur P.....	1922	Mount Airy

U

Umstead, Oscar Logan.....	1928	Henderson
*Underhill, John Alexander.....	1929	Wendell
Underwood, J. T.....	1918	Liberty
Usher, Joseph Thames.....	1931	Greensboro
Utley, Herbert Sherrill.....	1926	Benson

V

Vinson, Emmett L.....	1922	Halifax
*Vinson, James T.....	1923	Goldsboro

W

*Walker, Archie D.....	1925	Winston-Salem
Walker, Benj. Wyche.....	1917	Rocky Mount
Walker, Harry W. (1919).....	1929	Norlina
Walker, Hubert Long.....	1930	Greensboro
Walker, Irving.....	1921	Reidsville
Walker, Thomas A.....	1917	Charlotte
Wallace, Arthur Clegg.....	1924	Star
Walton, John Cornelius.....	1931	Marshall
Walton, Russell Charles.....	1928	Raleigh
Ward, Edward Harvie.....	1924	Tarboro
Ward, Waits Artemus.....	1924	Swannanoa
*Warren, Bowman Glidewell.....	1927	Winston-Salem
Warren, Burney Simon.....	1914	Greenville
Wartman, Chas. Jenkins.....	1930	Henderson
Waters, George W. Jr.....	1910	Goldsboro
Watkins, Frank Day.....	1930	Asheville
Watkins, Witcher Overton.....	1922	Rutherfordton
*Weatherly, Andrew Earl.....	1920	Greensboro
Webb, Eugene Lea.....	1919	Thomasville
*Webb, Thomas Paul.....	1921	Shelby
Welborn, William Fowle.....	1919	Lexington
Welch, Wm. Dorsey, Jr.....	1929	Morehead City
*WELFARE, S. E. (1917).....	1917	Winston-Salem
West, Jas. F.....	1928	Belmont
West, Wilbur Latham.....	1929	Roseboro
Wheeler, C. Rankin (1920).....	1930	Winston-Salem
Whitaker, Frank Bundy.....	1931	Gastonia
White, Clarence Bernard.....	1927	Henderson
*White, Delmar Frederick.....	1930	Mebane
White, Elliott Sylvester (1922).....	1931	Burlington
White, Frederick Lindley.....	1922	Mebane
*White, George Spencer.....	1924	Lexington
White, Henry Garfield.....	1916	Elm City
White, James I.....	1918	Burlington
White, John Albert.....	1921	Jonesboro
White, John Jennings.....	1926	Henderson
White, Joseph Alphonso.....	1921	Mooreville
White, Julian E.....	1915	Raleigh
WHITE, LUTHER.....	1921	Rocky Mount
*White, R. L.....	1930	Leaksville
White, Walter Rodwell.....	1910	Warrenton
White, William Garner.....	1931	Charlotte
Whitehead, Chas. R.....	1924	Ramseur
Whitehead, Jefferson D., Jr.....	1927	Enfield
Whitehead, Thomas Edward.....	1932	Charlotte
WIGGINS, WILLIAM WINSTON.....	1931	Raleigh
Wilkins, Wm. Root.....	1932	Hendersonville
Williams, A. H. A.....	1916	Oxford
Williams, H. C.....	1912	Canton
Williams, John Cossie.....	1921	Bessemer City
Williams, M. Van B.....	1920	Winston-Salem
Williams, Morrison P.....	1902	Charlotte
†Williams, Robt. Ivey (1930).....	1880	Raleigh
Williamson, C. M.....	1926	Concord
Willis, Beatrice Averitt.....	1922	Raleigh
Willis, Robert Moore.....	1921	Southport
Wilson, Claude Arthur.....	1925	Mouroe
Wilson, Eugene C.....	1921	Burlington
Wilson, Geo. Sparrow.....	1921	Belmont
Wilson, Lowry Reed.....	1924	Lowell
Wilson, Thomas Harvey.....	1924	Thomasville

Wilson, Thomas Vernon.....	1924	Hendersonville
*Wilson, Wm. Brown.....	1920	Hendersonville
Wohlford, Herbert Wm. (1921).....	1932	Charlotte
Wolfe, Benj. Houston.....	1919	Charlotte
Wolfe, William Samuel.....	1918	Mt. Airy
Wood, Ernest Harvey.....	1928	New Bern
Woodard, Ernest V.....	1919	Selma
Woodard, Edward Watson.....	1922	Henderson
Wooten, John Wm. Franklin.....	1927	Durham
Worthington, E. C.....	1925	Washington
Wrike, Walter Curtis.....	1922	Graham

Y

Yongue, Jas. Douglas.....	1928	Pickens, S. C.
†Young, J. R. (1930).....	1880	Raleigh
Young, John.....	1918	Charlotte

Z

*†Zoeller, Edward V.....	1880	Tarboro
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ASSOCIATES

*Adams, Lowry Thomas.....	1924	Winston-Salem
Almond, Chas. A.....	1929	Wilmington
Anderson, C. J.....	1930	Highlands
Angel, T. W., Jr.....	1930	Franklin
Austin, David McBride.....	1927	Maxton
Barefoot, Earle G.....	1929	Canton
Barnes, Tal S.....	1929	N. Wilkesboro
Bass, J. A.....	1929	Wilson
Betts, R. E.....	1930	High Point
Brame, Robt. Marvin, Jr.....	1929	N. Wilkesboro
Browne, Ernest.....	1929	Elkin
Browning, Alton Cain.....	1928	Greensboro
Bryan, E. L.....	1928	Aberdeen
Caplan, Isaac Leo.....	1922	Old Fort
Carigan, James Frank.....	1931	Salisbury
Charles, Gloma A.....	1919	Aberdeen
*Coble, H. Floyd.....	1925	Greensboro
Coppedge, R. F.....	1932	Asheville
Correll, Leslie James.....	1925	Kannapolis
Cox, Thomas M.....	1922	Asheville
Coxe, James Sherwood.....	1920	Raleigh
Currens, Turner Fee.....	1926	New York City
Dixon, Herman Lewis.....	1922	Charlotte
Dorsey, E. G.....	1928	Henderson
*Ferrell, John Calvin.....	1926	Durham
Fleishman, A. M.....	1927	Fayetteville
Funderburk, Rupert.....	1924	Monroe
*Garland, Robert G.....	1929	High Point
Greene, J. Frauk.....	1929	Bakersville
Griffin, Ellerbe Wilson.....	1922	Kings Mountain
Griffin, Thomas Williams.....	1931	Statesville
Hall, James Henry.....	1925	Lenoir
Harrelson, R. C.....	1930	Tabor
Hearn, J. A.....	1932	Valdese
Henderson, Leonard Willis.....	1925	Franklinton
Heslip, F. W.....	1929	Wilmington
*Hicks, Ernest L.....	1923	Coucord
Hoey, Frank Ernest.....	1922	Shelby
Johnson, William Spurgeon.....	1930	Rocky Mount
*Johnston, John F.....	1929	Moroeseville
Jumper, L. C.....	1928	Black Mountain
Laidlaw, Herbert Rhodes.....	1925	Greensboro
Lewis, Edmund Wilkins.....	1925	Jackson
Little, George Robert.....	1920	Saluda
Long, Lipman Aaron.....	1926	Mount Olive
Mabry, C. P.....	1925	Hamlet
Macfie, S. M.....	1931	Brevard
McLarty, Geo.....	1926	High Point
Marsh, Joseph Brooks.....	1922	Salisbury
Matthews, Weldon C.....	1929	Morehead City
Maus, Fred B.....	1929	Greensboro
Mitchell, W. E.....	1929	West Asheville
Mitchell, H.....	1927	Raleigh
Murrow, Leola Colquitt.....	1925	Asheville
Musgrove, Wm. McKinley.....	1927	Catawba
Page, Clarence Esiah.....	1922	Henderson
Pass, Fred.....	1931	Hayesville
Peeler, George Calvin.....	1922	Salisbury
Perry, Jas. Edward.....	1929	Franklin
Perry, Nathan B.....	1926	Charlotte
Purcell, A. L.....	1932	Spencer
Ratchford, G. Rufus.....	1929	Gastonia
Rittenbury, R. S.....	1929	Bailey

Robertson, W. N. (1920)	1929	Laurinburg
Robertson, Wm. Zenas	1925	Burnsville
Rollins, P. D.	1928	Asheville
Rouse, Leonard A.	1930	Charlotte
Rush, Wesley S.	1929	Candor
Russell, G. A.	1925	Greensboro
Russell, Lon D.	1931	Greensboro
Sheffield, Bernard C.	1929	Warsaw
Simpson, Harvey	1930	High Point
Stephenson, B. O.	1928	Shelby
Summers, F. R.	1928	Kings Mountain
Taylor, Chas. A.	1927	Mount Holly
Taylor, K. A.	1932	Hendersonville
TAYLOR, WILEY ROBERTS	1924	Fairmont
Thomas, Robert Henry	1927	Sanford
Viall, Wesley R.	1925	Pinehurst
Welch, John E., Jr.	1928	Asheville
Whitley, W. Y.	1929	Fremont
Yandle, Lester Hunter	1925	Matthews
Young, Richard E.	1929	Asheville

HONORARY

Beal, James Hartley	Cocoa, Fla.
Chase, Harry Woodlurn	Urbana, Ill.
Daniels, Josephus	Raleigh, N. C.
Graham, Frank Porter	Chapel Hill, N. C.
Holton, Chas. Wm.	Essex Falls, N. J.
Kelly, Evander F.	Baltimore, Md.
Rusby, H. H.	New York City
Venable, Francis Preston	Chapel Hill, N. C.
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	648
Associate Members	82
Charter Members	5
Life Members	33
Honorary Members	9
Total	777

THE TRAVELING MEN'S AUXILIARY

OFFICERS

A. D. POLLARD.....	<i>President</i>
P. A. HAYES.....	<i>Vice-President</i>
J. F. GOODRICH.....	<i>Secretary-Treasurer</i>

BOARD OF GOVERNORS

W. A. BURWELL.....	Five Years
W. McELVEEN.....	Four Years
P. A. HAYES.....	Three Years
C. RUSH HAMRICK.....	Two Years
J. B. O'BANNON.....	One Year

MEMBERS

(List Supplied by Secretary Goodrich)

<i>Name</i>	<i>Firm Represented</i>	<i>Home Address</i>
Alexander, R. H.....	Russell McPhail, Chocolates.....	Box 334, Marion
Barbee, M. C.....	Barbee-Hayes Co.....	Greensboro
Barfield, Jack.....	Peabody Drug Co.....	Durham
Barley, A. F.....	Muth Bros. and Co.....	3222 Auchentoroly Terrace, Baltimore, Md.
Barnes, H. L.....	I. Fischman and Son.....	2006 Glenwood Ave., Raleigh
Barnette, J. G.....	E. B. Read and Son Co.....	248 Colonial Ave., Charlotte
Berman, Jake.....	Cliff Weil Cigar Co.....	Greenwich Apts., Greensboro
Berry, F. L.....	E. R. Squibb and Sons.....	104 Woodfin Ave., Asheville
Bissette, L. W.....	Standard Pharmacal Co.....	809 Pearson St., Greensboro
Bowers, J. B.....	Owens and Minor Drug Co.....	Richmond, Va.
Boyette, F. M.....	The Upjohn Co.....	Fayetteville
Brownie, John R.....	Dr. Miles Medical Co.....	Box 150, Berkeley Station, Norfolk, Va.
Bundy, F. L.....	Norwich Pharmacal Co.....	Box 1458, Raleigh
Burwell, W. A.....	Eli Lilly and Co.....	Raleigh Hotel, Raleigh
Cagle, R. C.....	Scott Drug Co.....	Box 245, Rockingham
Clark, Geo. I.....	Canada Dry Co.....	917 Rhodes-Haverty Bldg., Atlanta, Ga.
Civil, John K.....	Norwich Pharmacal Co.....	Box 52, Elizabeth Station, Charlotte
Coble, H. F.....	O. Henry Drug Stores.....	Greensboro
Compton, Dan.....	Justice Drug Co.....	212 Steele St., High Point
Coppedge, Jas. W.....	W. H. King Drug Co.....	Raleigh
Crews, E. T.....	Johnson and Johnson.....	Box 921, Charlotte
Cronley, R. I.....	E. R. Squibb and Sons.....	1917 Sunset Ave., Raleigh
Cross, A. R.....	The Penslar Co.....	1615 DeBree Ave., Norfolk, Va.
Davis, J. L.....	Justice Drug Co.....	Greensboro
Dixon, Walter R.....	Bauer and Black.....	2121 E. 5th St., Charlotte
Duckett, A. F.....	Peabody Drug Co.....	Durham
Fielding, J. Brock.....	Colgate-Palm-Olive-Peet Co.....	1210 Mordecai Drive, Raleigh
Fournier, D.....	Dixie Cups.....	Y. M. C. A., Greensboro
Fourqurean, Frank.....	Vortex Co.....	1209 E. Trinity Ave., Durham
Gaddy, H. M.....	Sharp and Dohme.....	Mecklenburg Hotel, Charlotte
Goodrich, J. F.....	B. C. Remedy Co.....	Durham
Hamrick, C. Rush.....	Kendall Medicine Co.....	Shelby
Hannon, E. M.....	Scott Drug Co.....	Charlotte
Harrell, J. W.....	E. R. Squibb and Sons.....	1917 Sunset Ave., Raleigh
Hayes, P. A.....	Justice Drug Co.....	Greensboro
Heist, R. D.....	Parke, Davis and Co.....	Box 806, Charlotte
Hicks, Henry T.....	Capudine Chemical Co.....	Raleigh
Hitchcock, H. L.....	Hollingsworth Candy Co.....	Box 2239, Winston-Salem
Hubbard, S. L.....	Robt. A. Johnston Co.....	Box 270, Reidsville
Huggins, H. H.....	Henry K. Wampole and Co.....	915 Ideal Way, Charlotte
Hunter, H. B.....	H. B. Hunter Mfg. Co.....	Norfolk, Va.
Hunter, R. E.....	The Upjohn Co.....	334 Circle Ave., Charlotte
Johnson, R. P.....	Wm. S. Merrell Co.....	College Apts., Charlotte
Johnson, R. R.....	Tom Huston Peanut Co.....	Columbus, Ga

<i>Name</i>	<i>Firm Represented</i>	<i>Home Address</i>
Lane, Ed.	The Nunnally Co.	Box 747, Charlotte
Leimkuhler, M. J.	Pictorial Paper Pckg. Corp.	Box 1001, Charlotte
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
McElveen, W.	Nyal Co.	1224 E. Morehead, Charlotte
Marston, R. H.	Upjohn Co.	Kinston
Moore, Zeb.	Scott Drug Co.	91 N. Union St., Concord
Murphy, Marvin E.	Stanback Co.	1802 Walker Ave., Greensboro
Murray, T. Louis.	Taylor Freezer Corp.	930 Gervais St., Columbia, S. C.
Neely, J. F.	Garland C. Norris and Co.	Raleigh
Nolan, B. A.	Coca-Cola Co.	Atlanta, Ga.
Nutting, H. C.	Eli Lilly and Co.	722 Hawthorne Lane, Winston-Salem
Norris, Garland C.	Garland C. Norris and Co.	Raleigh
O'Bannon, J. B.	Norris Co.	Box 224, Charlotte
Pollard, A. D.	Stephen F. Whitman Co.	407 W. Park Drive, Raleigh
Reiner, N. F.	Amer. Drug. Fire Ins. Co.	250 Kimberly Ave., Asheville
Saunders, L. C.	Sterling Products Co.	214 College Pl., Greensboro
Scruggs, J. Henry.	Parke, Davis and Co.	Knoxville, Tenn.
Shreve, D. L.	Justice Drug Co.	1823 Rolling Rd., Greensboro
Simpson, T. S.	Justice Drug Co.	702 Summit St., Winston-Salem
Smith, S. P.	O'Hanlon-Watson Drug Co.	Winston-Salem
Smith, Thos. J.	Burwell and Dunn	Charlotte
Snider, Paul	Colgate-Palm-Olive-Peet Co.	8 Marston Rd., Charlotte
Stafford, F. P.	L. N. Renault and Sons	Greensboro
Stanback, Fred J.	Stanback Co.	Salisbury
Van Horn, H. W.	So. Window Display Service and Sales, Inc.	Charlotte
Vick, E. W.	Bodeker Drug Co.	Box 136, Goldsboro
Vick, Jim	Parke, Davis and Co.	Box 841, Wilson
Wear, Joe L.	Richard Hudnut	Box 521, Charlotte
White, J. M.	White Dairy Products Co.	Raleigh
White, P. D.	Tangee	Mecklenburg Hotel, Charlotte
White, Wm. A.	Coca-Cola Co.	302 S. Center St., Goldsboro
Willis, J. R.	High Point Creamery Co.	High Point
Wilson, C. R. S.	O'Hanlon-Watson Drug Co.	323 Lockland Ave., Winston-Salem
Wood, O. T.	Georgia Show Case Co.	620 W. Innis St., Salisbury
Woodward, C. T.	Upjohn Co.	1501 Fairmont St., Greensboro
Young, R. A.	Young Drug Co.	Charlotte
Zemmer, Paul	Armand Co.	1244 E. Morehead St., Charlotte



WARREN W. HORNE, of Fayetteville

Elected at the Fifty-third Annual Meeting of the North Carolina Pharmaceutical Association as a member of the Board of Pharmacy for a Five Year Term beginning April 28, 1933

FIFTY-FIRST ANNUAL REPORT
OF THE
NORTH CAROLINA BOARD OF PHARMACY
1932

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1932-1933

**COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR
OF NORTH CAROLINA**

I. W. ROSE, Rocky Mount.....	Term expires April 28, 1933
F. W. HANCOCK, Oxford.....	Term expires April 28, 1934
J. G. BALLEW, Lenoir.....	Term expires April 28, 1935
W. L. MOOSE, Albemarle.....	Term expires April 28, 1936
E. V. ZOELLER, Tarboro.....	Term expires April 28, 1937

PRESIDENT

EDWARD V. ZOELLER.....Tarboro

SECRETARY-TREASURER

F. W. HANCOCK.....Oxford

ATTORNEY

F. O. BOWMAN.....Chapel Hill

FIFTY-FIRST ANNUAL REPORT OF THE NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C.,
June 1, 1932.

*To His Excellency,
O. Max Gardner, Governor,
Raleigh, North Carolina.*

SIR:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association, in compliance with Section 6654 of the Consolidated Statutes of North Carolina, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1932.

Meetings

During the year ending May 31, 1932, two meetings of the Board were held, both in Chapel Hill. These were held on June 10 and 11, 1931, (this being the annual meeting) and November 24 and 25, 1931.

At the Annual Meeting, Mr. W. Lee Moose of Albemarle presented his commission from the Governor as a member of the Board of Pharmacy for a term of five (5) years from April 28, 1931. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Stanly County, and he thereupon entered upon the duties of the office.

Examinations

Examinations of Candidates for the certificate of registered pharmacists and the certificate of registered assistant pharmacists were conducted in Chapel Hill at the June and November meetings. These examinations were conducted in the Howell Hall of Pharmacy.

There were 31 applicants for certificate of registered pharmacists, 24 being successful. Six of these were Ex-Military Service

men. There were 23 for assistant certificates, 15 being successful. Twelve took the Theoretical examination only.

A complete list of these you will find further in this report.

22 certificates of registration as pharmacists by reciprocity were granted, five of whom were re-registered.

29 pharmacists who had been dropped June 1, 1931, were re-registered.

Permits to practice pharmacy were issued to 11 licensed physicians living in towns of 500 inhabitants or less. A list of these you will find further on in this report.

Inspection Work

The following report is made by Mr. B. Wyche Walker, the Assistant Inspector:

Rocky Mount, N. C.,
June 1st, 1932.

To the Members of the
North Carolina Board of Pharmacy:

Gentlemen:

I have the honor to submit herewith my report of the inspection work from May 30th, 1931 to May 31st, 1932.

I have visited 346 towns and have inspected 1080 drug stores, 26 grocery stores, 2 cafes, 74 patent medicine shops, making a total of 1180 inspections. Many minor violations have been corrected and the flagrant violators have been indicted. We have had two indictments with one conviction and one nol-pros. Twenty-four drug signs have been removed from places not entitled to use same.

All poison registers and hypnotic registers have been inspected and I have ordered the managers of stores who had failed to procure registers to do so. All collections of samples of drugs to be analyzed have been

turned over to the chemist at Chapel Hill and receipt for same obtained.

I have collected some store permit renewals and also license renewals, and have seen that they were properly displayed. All matters pertaining to the Federal Prohibition and Narcotic administrators have been properly handled and turned over to the proper authorities. All reports and investigations of the intemperate habits among the druggists making them unfit to practise have been filed with the Secretary of the Board.

I wish to thank the Board for their co-operation during the year and I have endeavored to enforce the Pharmacy Laws and will continue to do so to the best of my ability.

Respectfully submitted,

B. WYCHIE WALKER,

Assistant Inspector.

Pharmacists

The following twenty-four (24) who took the Pharmacist Examination, were successful, and were registered and licensed.

Barefoot, Lexie Glenn.....	Four Oaks
Bell, David Wilkinson, Jr.....	Washington, D. C.
Bolton, Robert Baughman.....	Rich Square
Brown, Bonnie Curlee.....	Elkin
Bryant, William Cullen (col.).....	Tarboro
Cahoon, Edward Purnell.....	Richmond, Va.
Glenn, Eric Fankner.....	Fayetteville
Johnson, Charles Louis (col.).....	Washington, D. C.
Kale, Robert Glenn.....	Catawba
Koonts, Archie Alva.....	High Point
Kritzer, Everett Loftus.....	Spencer
Koonce, John Franklin.....	Lawrenceville, Va.
Mason, Carlyle William (col.).....	Wilmington
Merrill, Earle Edwin.....	Southern Pines
Parrish, Leland Frederick.....	Smithfield
Perry, William Rodwell (col.).....	Henderson
Scoggin, Lewis Edward, Jr.....	Louisburg
Ratley, Warren Archie.....	Fairmont
Richardson, Wayne Robert.....	Sparta
Simmons, Hansford Randolph.....	Goldsboro
Thomas, Phillip Langston.....	Erwin
Umstead, Oscar Logan.....	Durham
Usher, Joseph Thames.....	Greensboro
Ward, Bernard Rudolph.....	Goldsboro

The following six (6) included in the above list were licensed under Special Act for qualified Ex-Service Military Men, (Chapter 121, Public Laws, 1931).

Glenn, E. F.....	Fayetteville
Kritzer, E. L.....	Spencer

Mason, C. W. (col.).....	Wilmington
Ratley, W. A.....	Fairmont
Simmons, H. R.....	Goldsboro
Usher, J. T.....	Greensboro

Re-Registered

The following twenty-nine (29) Pharmacists who were dropped June 1, 1931, were re-registered during the year:

Brooks, F. G.....	Siler City
Clayton, A. W., Jr.....	Durham
Cox, M. H.....	Asheville
Dinwiddie, P. H.....	Black Mountain
Gibbs, T. R.....	Belhaven
Hall, I. B., Jr. (col.).....	Winston-Salem
Horsley, H. T.....	Bessemer City
Hunnicutt, F. J.....	Raleigh
Hunter, J. B.....	Charlotte
Higgins, C. M.....	Salisbury
James, A. A.....	Winston-Salem
Ingle, R. H.....	Charlotte
Johnson, A. S.....	Smithfield
Kennedy, A. T. (col.).....	Winston-Salem
Kirkman, P. E.....	Pulaski, Va.
Lynch, N. W.....	Gastonia
Lunn, F. H.....	Winston-Salem
Martin, Dr. S. L.....	Leaksville
Mayberry, E. B.....	Washington, D. C.
Mullen, L. B.....	Asheville
Payne, H. E.....	Wilmington
Perry, D. L. (col.).....	Fayetteville
Reins, C. C.....	Winston-Salem
Riggan, R. D.....	Raleigh
Sisk, C. J.....	Atlanta, Ga.
Snuggs, W. H.....	Albemarle
Smith, F. L.....	Littleton
Wharton, L. A.....	Gibsonville
White, J. S.....	Mebane

Pharmacists Registered by Reciprocity

Twenty-two (22) in number, six (6) of which were re-registered:

Artice, A. R. (col.) (Re-reg.).....	Elizabeth City
	From Pennsylvania
Borelli, W. F.....	Charlotte
	From Illinois
Carnes, E. A.....	Asheville
	From Georgia
Cornelius, R. E.....	Winston-Salem
	From Ohio
Dover, H. C. ((Re-reg.).....	Charlotte
	From Georgia
Grimstead, C. P. (Re-reg.).....	Roanoke, Va.
	From West Virginia
High, P. J.....	Campobello, S. C.
	From South Carolina
Hutchinson, J. M. ((Re-reg.).....	Charlotte
	From South Carolina
Jenkins, W. J.....	Hampton, Va.
	From Virginia
Pope, A. R.....	Hickory
	From Georgia

Porter, J. D.	Franklin
From Georgia	
Pully, C. C.	Marshall
From Tennessee	
Dodd, C. N.	Raleigh
From Virginia	
Hall, H. B. (col.)	Winston-Salem
From Alabama	
Mooneyham, A. O. (Re-reg.)	Asheville
From Alabama	
Rogers, A. D.	Bennettsville, S. C.
From South Carolina	
Sparkman, D. D.	Burgaw
From Virginia	
Tainter, D. W.	Marion
From Tennessee	
Truhart, N. H. T. (col.)	Durham
From Arkansas	
Turner, L. L.	Lamar, S. C.
From South Carolina	
Reamer, J. T.	Durham
From Maryland	
White, H. W. (Re-reg.)	Fayetteville
From South Carolina	

Registered from the State of:

South Carolina	5
Georgia	4
Virginia	3
Tennessee	2
Pennsylvania	1
Illinois	1
Ohio	1
West Virginia	1
Alabama	2
Maryland	1
Arkansas	1

Assistants

The following fourteen (14) who took the Assistant Pharmacist Examination, were successful and were registered and licensed:

Barnhardt, Leslie Ezzelle	Charlotte
Barringer, Harvey Alexander	Salisbury
Brame, Robert Marvin	North Wilkesboro
Birkitt, Sebastian Poisal	Charlotte
Brooks, Cleggette McLane	Monroe
Cline, Martin Luther	Lenoir
Cansey, John Henry	Winston-Salem
Dellinger, Henry McLurd	Stanley
Denton, Albert Earl	Newland
Feaster, Wilhelmina Marceilla (col.)	Wake Forest
Hales, Carl Whitaker	Rosemary
Hendrix, Jennings O'Neal	Reidsville, S. C.
Simmons, Hansford Randolph	Goldsboro
Taylor, Herbert Thomas	Tarboro

The following two (2) Assistant Pharmacists were re-registered:

Bell, Earl V.	Raleigh
Dilling, Coit	Gastonia

Pharmacists whose names were removed from the Registered List for failing to renew license

Sixty-two (62) in number

Alderman, J. L.	St. Pauls
Atwater, G. M.	Norfolk, Va.
Betts, J. A.	Hendersonville
Bryan, R. B.	Asheville
Bryant, W. C. (col.)	Tarboro
Bradham, C. D.	New Bern
Bradley, J. P.	Burlington
Browning, H. R.	Littleton
Burwell, G. E.	Miami, Fla.
Clark, H. T.	Scotland Neck
Congdon, G. G.	Phoebus, Va.
Cox, C. L.	Hollywood, Fla.
Curtis, J. R.	Kings Mountain
Curtis, R. H.	Dillon, S. C.
Davis, J. E.	Salisbury
Dill, G. W.	Morehead City
East, J. S.	Winston-Salem
Gibbs, T. R.	Belhaven
Gilreath, A. L.	Asheville
Grimes, T. W.	Salisbury
Hall, I. B., Jr. (col.)	Winston-Salem
Harget, D. A.	Swansboro
Hobbs, Alden	Kinston
Horsley, H. T.	Gastonia
Howerton, J. L.	Durham
Hunnicutt, F. J.	Raleigh
Kennedy, A. T. (col.)	Winston-Salem
Kirby, J. H.	Kinston
Kirksey, L. H.	Morganton
Landquist, T. E.	Winston-Salem
LeGette, J. S.	Raleigh
Mayberry, E. B.	Washington, D. C.
Mayo, T. H.	Goldsboro
McCraw, W. P.	Norfolk, Va.
McNeely, R. P.	Charlotte
Miller, W. W.	Wallace
Morgan, R. S.	Spruce Pine
Murphy, J. C.	Hickory
Nye, G. L.	Rockingham
Payne, H. E.	Wilmington
Payne, M. T.	Greensboro
Peck, J. F.	LaGrange
Perry, E. B.	Littleton
Perry, D. L. (col.)	Wilmington
Quinn, F. D.	Shelby
Raker, W. G.	Cherryville
Roberts, M. H.	Morristown, Tenn.
Ruzicka, J. S.	Elkins Park, Pa.
Sandling, R. H.	Norfolk, Va.
Sisk, C. J.	Atlanta, Ga.
Smith, T. L.	Wilmington
Southerland, Odell	Charlotte
Stainback, T. E.	New Orleans, La.
Tennent, W. D., Jr.	Marshall
Turlington, J. E.	West Asheville
Tuttle, B. M.	Troy
Warlick, E. S., M.D.	Asheville
Watkins, Mrs. T. T.	St. Petersburg, Fla.
Webb, R. K.	Charlotte

Whitley, J. R.	Fremont
Wolfe, B. H.	Charlotte
Witherspoon, E. R. (col.)	Durham

Reciprocity List

The following Pharmacists from the Reciprocity List were dropped during the year for failing to renew their license:

Twenty-four (24) in number

Artice, A. R. (col.)	Elizabeth City
Armstrong, W. E.	Petersburg, Va.
Byars, P. C.	Charleston, S. C.
Caldwell, P. C.	Greensboro
Comar, W. A.	Asheville
Derrick, C. L.	Charlotte
Dover, H. C.	Charlotte
Gunter, C. N.	Durham
Gillikin, C. E.	Morehead City
Green, L. H.	Asheville
Hough, J. T.	Rockingham
Judy, O. R.	Charlotte
Kirby, J. H.	Atlanta, Ga.
Langhorne, W. S., Jr.	Portsmouth, Va.
Morgan, S. C.	Greenville, S. C.
Reedy, W. C.	Henderson
Rigby, J. N.	Asheville
Savage, Robert	Fairmont
Schafhausen, J. J.	Jacksonville, Fla.
Smith, R. A. (col.)	Asheville
Steele, G. H.	Jefferson, S. C.
Sutherland, W. B.	Seuca, S. C.
Thomas, C. L.	Jefferson, S. C.
Woodward, C. T.	Charlotte

Assistant Pharmacists

Whose names were removed from the Registered List for non-payment of the renewal license:

Three (3) in number as follows:

Brooks, C. McL.	Monroe
Denton, A. E.	Newland
Feaster, W. M. (col.)	Wake Forest

Permitted Physicians

Permits to conduct drug stores in towns of 500 inhabitants or less were granted to the following eleven (11) physicians

Bell, E. M.	Mill Spring, Polk County
Norman, G. W.	Jamestown, Guilford County
McGuire, B. B.	Newland, Avery County
Oliver, R. D.	Pine Level, Johnston County
Perry, A. H.	Wood, Franklin County
Potts, F. L.	Vanceboro, Craven County
Powell, E. C.	Middlesex, Nash County

Robertson, W. B.	Burnsville, Yancey County
Schiffli, O. F.	Highlands, Macon County
Sutton, C. W.	Richlands, Onslow County
Williams, J. D., Jr.	Stokesdale, Guilford County

Physicians

Whose names were removed from list for failing to renew permits:

Fifteen (15) in number

Mason, Manly	Newport, Carteret County
Garris, F. H.	Lewiston, Bertie County
Lovitt, W. D.	Newland, Avery County
Vaughan, J. C.	Rich Square, Northampton County
Young, C. R.	Angier, Harnett County
Bell, J. C.	Maysville, Jones County
Marshall, C. B.	Stedman, Cumberland County
Elliott, G. D.	Fair Bluff, Columbus County
Rosser, R. G.	Vass, Moore County
Bennett, E. C.	Elizabethtown, Bladen County
Hickman, M. T.	Hudson, Caldwell County
Long, E. M.	Hamilton, Martin County
Howell, W. L.	Ellerbe, Richmond County
Duguid, J. A.	Vanceboro, Craven County
Floyd, L. D.	Fair Bluff, Columbus County

Drug Stores

Drug stores registered May 31, 1932	810
Stores having only 1 licensed pharmacist	652
Stores having 2 licensed pharmacists	138
Stores having 3 licensed pharmacists	19
Stores having 4 licensed pharmacists	1
Stores run by Permitted Physicians	54
Stores run by Colored Pharmacists	27

Beal Membership Prize

Mr. Charles B. Strickland of Stedman, N. C., having made the highest average, 94%, of all candidates taking our examinations, November 1931 and June 1932, won the Beal Membership Prize.

*North Carolina Board of Pharmacy***BUSINESS ORDER**

Roll call and *pro tem.* appointments.
 Reading and approving minutes.
 Miscellaneous communications.
 Reports of officers and committees.
 Special orders.
 Unfinished business.
 New business.
 Choosing place and time of next meeting.
 Adjournment.

IN MEMORIAM

They are passing away, the friends of old
Like leaves on the current east,
With never a break in the rapid flow—
We watch them as one by one they go
Into the dreamland of the past.

J. H. BOBBITT
Charlotte

D. T. BRILES
Rocky Mount

O. G. COPPEDGE
Raleigh

J. G. HALL
Oxford

J. H. HARDIN
Wilmington

J. R. KELLY
Greensboro

J. B. S. McINTOSH
Brevard

R. W. PALMER, M.D.
Gulf

J. E. SAINTSING
Winston-Salem

W. F. STRAYHORN
Durham

DRAYTON WOLFE
Lincolnton

C. L. LOWRANCE
Asheville

L. N. PENCE
South Boston, Va.

RECAPITULATION

Candidates Examined and Licensed (Pharmacists).....	24
Candidates Examined and Licensed (Assistants).....	14
Re-registered (Pharmacists)	29
Registered by Reciprocity (Pharmacists).....	22
Registration of Drug Stores.....	810
Permits Granted to Physicians.....	11
Pharmacists Dropped for Non-Payment Renewal Fee.....	62
Pharmacists Dropped from Reciprocity List for Non-Payment Renewal Fee.....	24
Physician's Permits Dropped for Non-Payment Renewal Fees.....	15
Registered Assistant Pharmacists Dropped for Non-Payment of Renewal Fees.....	3
Number of Deaths	13
Physicians Holding Permits.....	63
Registered Assistant Pharmacists.....	26
Total Pharmacists Registered by Reciprocity.....	156
Total Pharmacists Registered.....	943
Total Pharmacists including those Registered by Reciprocity.....	1,099

I respectfully submit herewith the receipts and expenditures for the current year.

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1, 1931 to May 31, 1932

1931	
June 1—By Balance	\$14,481.36
June 10—By Amount Paid by	
35 Candidates Taking Examination, \$10.00 each.....	350.00
3 Candidates Taking Examination, \$5.00 each.....	15.00
Nov. 24—By Amount Paid by	
26 Candidates Taking Examination, \$10.00 each.....	260.00
2 Candidates Taking Examination, \$5.00 each.....	10.00
1932	
May 31—By Amount Received from	
Renewal Licenses Pharmacists.....	5,425.00
Renewal Licenses Assistant Pharmacists	130.00
Physicians Permit Renewals.....	295.00
Drug Store Registration Permits.....	814.00
Reciprocity Registration Fees	
Pharmacists	185.00
Re-Registration Fees Pharmacists....	235.00
Re-Registration Fees Assistant Pharmacists	10.00
Physicians Permit Fees.....	75.00
Drug Store Registration Fees	
After June 1, 1931.....	48.00
Issuing Copies of Original	
Certificates	8.00
Unpaid Checks June 1, 1931.....	16.00
Interest	416.00
	<hr/>
	\$22,774.00

EXPENDITURES

From June 1, 1931 to May 31, 1932

To Amount Paid for	
Salary, Rent and Stenographic Aid..\$	2,400.00
Inspection Work	4,256.40
Board Expenses and Per Diem.....	936.92
Printing	418.96
Postage	128.72
Other Expenses	456.90
Balance on Hand, June 1, 1932.....	14,176.10
	<hr/>
	\$22,774.00

The above Financial Report as per order of the North Carolina Board of Pharmacy was audited by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE

Certified Public Accountant

Attorney at Law

RALEIGH, N. C.

June 1, 1932.

To the Officers and Members of the North Carolina Board of Pharmacy:

Gentlemen:

I hereby certify that I have examined the books and records of Mr. F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy for the period from June 1, 1931 to May 31, 1932 and find all Receipts as entered in his books properly accounted for. Disbursements for the fiscal year are correctly entered from paid vouchers on file.

The balance of \$14,176.10 at May 31, 1932 was verified from bank statements and letters from the depositories.

Respectfully submitted,
RAYMOND L. PRICE,
Certified Public Accountant.

List of Registered Pharmacists

REVISED JUNE 1, 1932

Please Notify the Secretary promptly of any
change in address

A

1. Abernethy, J. G.	1907	Elkin
2. Adams, J. L.	1903	Gastonia
3. Adams, E. C.	1908	Gastonia
4. Adams, R. McC.	1915	LaGrange
5. Adams, E. E.	1924	Newton
6. Adams, W. J.	1929	Sylva
7. Ahrens, A. G.	1902	Wilmington
8. Aiken, J. H.	1914	Biltmore
9. Aiken, L. W.	1916	Asheville
10. Alexander, O. T.	1910	Waynesville
11. Allen, C. H.	1916	Winston-Salem
12. Allen, H. H.	1915	Cherryville
13. Anderson, J. M.	1911	New Bern
14. Andrews, C. M.	1907	Burlington
15. Andrews, R. H.	1914	Burlington
16. Andrews, W. T.	1917	Goldsboro
17. Andrews, J. P.	1913	Kernersville
18. Armfield, Horace	1898	Albemarle
19. Armstrong, W. E. (col.)	1922	Rocky Mount
20. Arps, P. M.	1916	Plymouth
21. Arps, E. G.	1921	Plymouth
22. Ashford, A. J.	1901	Kinston
23. Austin, T. E.	1912	Roxboro
24. Austin, B. N.	1928	Leaksville
25. Avner, Samuel	1925	Charlotte

B

26. Bailey, L. A.	1914	Charlotte
27. Bain, J. D.	1924	Lexington
28. Baker, W. P.	1921	Raeford
29. Baker, J. LaF.	1927	Rocky Mount
30. Ballance, G. H.	1929	High Point
31. Ballew, J. G.	1902	Lenoir
32. Barbour, J. P.	1928	Burlington
33. Barefoot, L. G.	1931	Four Oaks
34. Barger, C. N.	1928	Oakboro
35. Barker, W. B.	1898	Greensboro
36. Barnes, E. W.	1911	Pinetops
37. Barnhardt, M. R.	1928	Rockwell
38. Barnhill, W. L.	1912	Wilson
39. Barnhill, Mabel	1906	Bethel
40. Barnwell, W. C.	1930	Reidsville
41. Barrett, R. E.	1917	Burlington
42. Baucom, A. V.	1905	Apex
43. Beard, J. G.	1908	Chapel Hill
44. Beavans, W. E.	1901	Enfield
45. Beddingfield, E. T.	1913	Clayton
46. Beddingfield, C. H.	1917	Clayton
47. Bell, D. W., Jr.	1931	Washington, D.C.
48. Bell, H. M.	1905	Windsor
49. Bell, F. R.	1912	Beaufort
50. Bell, H. R.	1930	Bessemer City
51. Bender, W. M. K.	1928	Wilmington
52. Bennett, K. E.	1912	Bryson City
53. Bennett, A. M., M.D.	1888	Bryson City
54. Benson, E. S.	1916	Wilmington
55. Berg, Jens	1906	Southport
56. Bernard, Germain	1894	Durham
57. Best, J. H.	1923	Greensboro
58. Biddy, O. D.	1925	Washington, D.
59. Biggs, W. H.	1905	Williamston
60. Biggs, J. W.	1909	Williamston
61. Biggs, Sylvester	1889	Angier
62. Bilbro, Q. T.	1916	Asheville
63. Bingham, W. H.	1916	Concord
64. Bizzell, H. L.	1920	Kinston
65. Black, B. B.	1921	Cleveland
66. Black, F. L.	1928	Gastonia
67. Blades, M. W.	1926	Apex
68. Blair, R. K.	1893	Charlotte
69. Blair, C. W. (col.)	1912	Gastonia
70. Bland, D. L. (col.)	1915	Sanford
71. Blanton, C. D.	1926	Lowell
72. Blauvelt, W. H.	1904	Asheville
73. Blue, A. F.	1902	Laurinburg
74. Blue, D. A.	1926	Carthage
75. Boaz, R. J.	1915	Greensboro
76. Bobbitt, A. B.	1919	Winston-Salem
77. Bobbitt, L. M.	1917	Winston-Salem
78. Boddie, S. P.	1902	Louisburg
79. Bolton, R. B.	1931	Rich Square
80. Bonner, Brem	1913	Hickory
81. Bonner, Robert	1916	Valdese
82. Boon, W. J.	1904	Raleigh
83. Boone, D. L.	1905	Durham
84. Boone, J. T.	1908	E. Durham
85. Bost, J. E.	1908	Greer, S. C.
86. Boyce, J. B., Jr.	1915	Warrenton
87. Boysworth, E. G.	1928	Chapel Hill
88. Bradshaw, F. L.	1928	Kinston
89. Bradsher, W. D.	1909	Charlotte
90. Bram, R. M.	1901	No. Wilkesboro
91. Brame, W. A.	1906	Rocky Mount
92. Brantley, J. C.	1899	Raleigh
93. Brantley, P. C.	1914	Wendell
94. Brantley, J. C., Jr.	1930	Raleigh
95. Bretsch, Albert	1908	So. Pines
96. Brewer, S. O.	1914	West Durham
97. Brinkley, J. H.	1912	Hillsboro
98. Bristow, E. B.	1922	Rockingham
99. Britt, C. B.	1928	Rocky Mount
100. Brodie, T. L.	1928	Oxford
101. Brooks, F. G.	1921	Siler City
102. Brookshire, G. E.	1917	West Asheville
103. Brookshire, L. P.	1924	West Asheville
104. Brown, J. D.	1904	Durham
105. Brown, B. C.	1931	Elkin
106. Brown, J. K.	1912	Greenville
107. Brown, H. C.	1913	Goldsboro
108. Browning, B. H.	1908	Littleton
109. Browning, D. B.	1929	Rocky Mount
110. Bryan, W. D.	1904	Tarboro
111. Bryant, W. C. (col.)	1931	Tarboro
112. Buchanan, G. G.	1926	Greensboro
113. Buffalo, J. M.	1919	Raleigh
114. Bullock, T. C., M.D.	1902	Autryville
115. Bunting, J. H.	1888	Wilmington
116. Burgis, T. R.	1925	Sparta
117. Burnett, B. J. (col.)	1911	Rocky Mount
118. Burnett, J. P.	1912	Whitakers
119. Burt, M. S.	1930	Varina
120. Burwell, W. A.	1912	Raleigh

121. Butler, A. B.	1916	Clinton
122. Bynum, C.W.	1928	Durham

C

123. Cain, L. D.	1921	Raleigh
124. Caldwell, P. G.	1914	Gastonia
125. Calhoun, E. P.	1931	Richmond, Va.
126. Callahan, James	1911	Philadelphia, Pa.
127. Campbell, F. E.	1925	Hamlet
128. Campbell, H. T.	1916	Maiden
129. Campbell, R. B.	1917	Taylorsville
130. Campbell, T. N. (col.)	1924	Chadbourn
131. Canaday, W. H.	1915	Davidson, Okla.
132. Canaday, R. C.	1913	Four Oaks
133. Cannon, C. L.	1906	Ayden
134. Capehart, C. T.	1894	Charlotte
135. Cardell, J. C.	1929	Charlotte
136. Carpenter, R. E.	1897	Shelby
137. Carswell, R. F.	1921	Winston-Salem
138. Carswell, A. P.	1926	East Durham
139. Carter, Samuel	1905	Salisbury
140. Carter, Stamey	1912	Salisbury
141. Cassell, A. S.	1914	N. Wilkesboro
142. Cate, A. S.	1896	Greensboro
143. Caton, E. J.	1915	Charlotte
144. Cecil, A. C.	1923	High Point
145. Champion, H. O.	1925	Shelby
146. Champion, H. C.	1926	Shelby
147. Chapman, D. S.	1907	Durham
148. Chappell, J. C.	1914	Raleigh
149. Cheek, G. B.	1917	Durham
150. Cherry, J. L.	1909	Cramerton
151. Cherry, W. C., M.D.	1910	Winston-Salem
152. Chestnutt, J. M.	1917	Clinton
153. Christian, J. B.	1913	Winston-Salem
154. Clark, C. B.	1910	Williamston
155. Clark, W. A.	1926	Wilson
156. Clayton, A. W., Jr.	1928	Durham
157. Cline, J. O.	1916	Lenoir
158. Cline, F. H.	1920	Charlotte
159. Cline, C.E.	1924	Marshall
160. Cline, H. E.	1913	Greensboro
161. Cobb, J. L.	1921	Brevard
162. Coleman, H. G.	1910	Durham
163. Compton, J. W.	1930	Salisbury
164. Connell, J. B.	1909	Henderson
165. Cook, R. E. L.	1891	Tarboro
166. Cooke, H. M.	1904	Spencer
167. Copeland, R. R.	1916	Ahoskie
168. Coppedge, J. W.	1906	Raleigh
169. Coppedge, J. B.	1912	Raleigh
170. Costner, B. P.	1908	Lincolnton
171. Council, C. T.	1906	Durham
172. Cox, G. M.	1911	Spencer
173. Cox, M. H.	1909	Asheville
174. Cox, L. H.	1908	Belmont
175. Crabtree, Gilbert	1905	Raleigh
176. Crabtree, E. P.	1912	Franklinton
177. Craig, W. F.	1925	Charlotte
178. Cranmer, J. B., M.D.	1893	Wilmington
179. Craven, C. H.	1912	W. Asheville
180. Crawford, E. P.	1911	Lenoir
181. Crawford, C. L.	1926	Greensboro
182. Creech, D. H.	1908	Smithfield

183. Crews, E. T.	1905	Oxford
184. Croom, R. D.	1897	Maxton
185. Crutchfield, F. G.	1920	Greensboro
186. Culpepper, F. D.	1911	Henderson

D

187. Dailey, J. F.	1921	Washington, D. C.
188. Dailey, R. I.	1915	Reidsville
189. Daniel, E. C.	1913	Zebulon
190. Davenport, P. E.	1903	Garner
191. Davis, George, M.D.	1900	Beaufort
192. Davis, J. W. S.	1916	Andrews
193. Davis, J. R.	1907	Marion
194. Davis, H. E.	1914	Andrews
195. Davis, J. W.	1914	Edenton
196. Davis, E. B.	1915	Morganton
197. Davis, D. R.	1926	Williamston
198. Davis, C. V.	1921	Suffolk, Va.
199. Davis, J. G.	1926	Spindale
200. Dawson, B. T.	1909	Rocky Mount
201. Dawson, M. P.	1909	Rocky Mount
202. Dayvault, F. W.	1929	Moorestville
203. Deal, H. M.	1925	Landis
204. Dees, Fred	1915	Burgaw
205. Dees, R. E. L.	1920	Wallace
206. Deitz, R. Y.	1907	Tampa, Fla.
207. Deter, E. E.	1904	Hickory
208. Dillehay, J. T.	1929	So. Pines
209. Dinwiddie, P. H.	1914	Asheville
210. Dizer, M. E.	1917	Raleigh
211. Dodson, J. A. (col.)	1895	Carrollton, Mo.
212. Douglas, J. D. (col.)	1904	Washington, D. C.
213. Dowdy, D. A.	1917	High Point
214. Duffy, F. S.	1886	New Bern
215. Duffy, Linster, M.D.	1883	New Bern
216. Dukes, M. H.	1925	Hillsboro
217. Dunn, R. A.	1881	Charlotte
218. Durham, C. T.	1917	Chapel Hill

E

219. Early, E.E.	1915	Asheville
220. Eason, C. W.	1909	Charlotte
221. Edgerton, E. O.	1908	Raleigh
222. Edwards, T. N.	1901	Charlotte
223. Edwards, S. M.	1917	Ayden
224. Edwards, O. C.	1921	Raleigh
225. Eldridge, Julius	1901	Greenville
226. Elkins, V. W. B.	1914	Pomona
227. Ellington, C.W.	1899	Greensboro
228. Ellington, R. A.	1904	Madison
229. Elliott, A. G.	1907	Fuquay Springs
230. Ellis, W. D.	1925	Martinsville, Va.
231. Elvington, D. A.	1909	Miami, Fla.
232. Etheridge, S. B.	1909	Washington
233. Etheridge, S. G.	1911	Elizabeth City
234. Etheridge, T. J., Jr.	1920	Oxford
235. Eubanks, C. L.	1896	Chapel Hill
236. Eubanks, J. N.	1916	Greensboro

F

237. Farrell, R. D.	1917	Greensboro
238. Farrington, J. V.	1926	Salisbury
239. Faucette, W. P.	1914	Youngsville
240. Faucette, H. F.	1914	Raleigh

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487. Lewis, H. R.	1912	Asheville	550. McKnight, L. E.	1909	Fayetteville
488. Lewis, L. C.	1927	Belmont	551. McLarty, Eugene	1889	Haw River
489. Liles, W. A.	1917	W. Durham	552. McLauchlin, D. A.	1893	Charlotte
490. Liner, J. A.	1925	Henderson, Texas	553. McLeod, A. B.	1928	Mebane
491. Lisk, D. C.	1909	Charlotte	554. McManus, M. T. Y.	1911	Winston-Salem
492. Lloyd, T. P.	1920	Chapel Hill	555. McMillan, B. F., Jr.	1915	Lumberton
493. Loftin, J. U.	1909	Albemarle	556. McMinn, J. M.	1881	Asheville
494. Long, Roy	1914	Brevard	557. McMullan, F. H.	1913	Batna, Va.
495. Lord, C. A.	1909	Asheville	558. McNair, W. R.	1902	Henderson
496. Love, T. L. (col.)	1905	Raleigh	559. McNeely, M. C.	1916	Greensboro
497. Lowry, W. A.	1919	Washington, D.C.	560. McNeely, R. P.	1927	Charlotte
498. Lunn, F. H.	1912	Winston-Salem	561. McNeill, G. McK.	1902	Rowland
499. Lutterloh, I. H., M.D.	1891	Sanford	562. McNeill, A. D.	1930	China Grove
500. Lutz, H. C.	1907	Hickory	563. McNeil, G. R.	1905	Vineland
501. Lyday, W. M., M.D.	1895	Penrose	564. Mebane, W. M.	1920	Asheville
502. Lynch, N. W.	1904	Gastonia	565. Melvin, P. J.	1920	Roseboro
503. Lynn, R. M.	1924	Gastonia	566. Melvin, M. B.	1924	Raleigh
504. Lyon, R. P.	1907	Charlotte	567. Merrill, E. E.	1931	Southern Pines
505. Lyon, J. F.	1929	Durham	568. Merritt, E. S.	1885	Carrboro
506. Lyon, O. H.	1912	Plymouth	569. Merritt, N. H.	1915	Carrboro
507. Lyon, F. F.	1914	Oxford	570. Miles, M. C.	1917	Henderson
508. Lytle, W. H. (col.)	1925	Gastonia	571. Miller, C. B.	1890	Goldsboro

M

509. Mabry, C. S.	1917	Hamlet	572. Miller, E. H.	1898	Mooreville
510. Macon, A. B.	1915	Pilot Mountain	573. Miller, C. T.	1905	Wilmington
511. Malone, C. E.	1912	Salisbury	574. Miller, C. M.	1916	Rose Hill
512. Markham, G. W.	1928	Greensboro	575. Millican, A. G.	1916	Wilmington
513. Marley, F. H.	1913	Lenoir	576. Mills, J. C.	1921	Cliffside
514. Marsh, M. I.	1895	Concord	577. Mills, J. A.	1915	Tabor
515. Marsh, N. F.	1906	Liberty	578. Mintz, M. B.	1897	Southport
516. Marston, R. H.	1913	Kinston	579. Missildine, E. E.	1900	Troy
517. Martin, Dr. S. L.	1892	Leaksville	580. Mitchell, H. G.	1913	Hamlet
518. Martin, S. L., Jr.	1915	Leaksville	581. Mitchell, C. P.	1915	Burlington
519. Martin, A. N.	1920	Rosemary	582. Mitchell, F. T.	1926	Fairmont
520. Mason, C. W. (col.)	1931	Wilmington	583. Mitchener, J. A.	1897	Edenton
521. Mathes, T. J.	1912	Durham	584. Moir, A. L.	1916	Fayetteville
522. Matthews, G. E.	1900	Fayetteville	585. Montague, G. W.	1903	Durham
523. Matthews, W. F.	1910	Randleman	586. Moore, M. A.	1926	Tarboro
524. Matthews, C. E., Jr.	1907	Roanoke R'ds.	587. Moore, T. J.	1926	Wilson
525. Matthews, W. McD.	1927	Wilson	588. Moore, J. P.	1911	Middlesex
526. Mattocks, A. M.	1910	Wilmington	589. Moore, A. R.	1920	Wilson
527. Matton, G. A.	1884	High Point	590. Moore, H. P.	1927	Charlotte
528. Mauney, W. McC.	1925	Murphy	591. Moore, B. C.	1897	Rocky Mount
529. May, T. H.	1912	Pittsburgh, Pa.	592. Moose, H. A.	1928	Mount Pleasant
530. Mayberry, E. B.	1913	Washington, D.C.	593. Moose, G. K.	1914	Boone
531. McBane, T. M.	1916	Pittsboro	594. Morrisette, C. B.	1914	Elizabeth City
532. McBane, J. O. D.	1921	Greensboro	595. Morrison, M. S.	1906	Wilson
533. McCrimmon, D. D.	1926	Hemp	596. Morrow, Norman	1909	Gastonia
534. McCrummen, D. C.	1925	West End	597. Morrow, W. E. (col.)	1924	Greensboro
535. McDaniel, W. A.	1914	Enfield	598. Morton, J. X.	1909	Faison
536. McDaniel, P. L.	1930	Goldsboro	599. Mull, J. E.	1918	Winston-Salem
537. McDonald, J. S.	1908	Raleigh	600. Mullen, L. B.	1912	Asheville
538. McDonald, A. H.	1910	W. Durham	601. Munday, C. C.	1913	Taylorsville
539. McDonald, W. R., Jr.	1924	Charlotte	602. Mundy, J. C.	1921	China Grove
540. McDowell, N. O.	1921	Scotland Neck	603. Murchison, E. E.	1912	Rocky Mount
541. McDuffie, R. A.	1914	Greensboro	604. Murphrey, L. W.	1913	Rocky Mount
542. McGee, R. H.	1928	Belton, S. C.	605. Murphy, C. L.	1917	Salisbury
543. McKay, D. McN.	1895	Durham	606. Murr, G. F.	1930	High Point
544. McKay, J. W.	1914	Hazelwood			
545. McKay, Malcolm	1891	W. Durham			
546. McKeel, C. B.	1889	Columbia			
547. McKenzie, L. McK.	1915	Lumberton			
548. McKesson, L. W.	1902	Statesville			
549. McKinney, W. M.	1906	Greensboro			

N

607. Nance, J. S.	1922	Charlotte
608. Nelson, J. B.	1929	Burlington
609. Neville, Augustus, Jr.	1928	Spring Hope
610. Newsome, H. C.	1917	Winston-Salem
611. Nicholson, A. T.	1904	Tarboro
612. Nicholson, M. A.	1910	Troy

13. Niestlie, Wm.	1886	Wilmington
14. Nottingham, G. S.	1901	Norfolk, Va.
15. Nowell, Edwin	1906	Asheville
16. Nowell, W. R.	1910	Wendell

O

17. Oakley, C. H.	1928	Roxboro
18. O'Hanlon, E. W.	1891	Winston-Salem
19. O'Neal, W. P.	1926	Belhaven
20. Overman, H. S.	1907	Elizabeth City

P

21. Page, B. F.	1901	Raleigh
22. Palmer, A. W.	1924	Sanford
23. Parker, W. W.	1889	Henderson
24. Parker, F. W.	1892	Raleigh
25. Parker, R. S.	1906	Murphy
26. Parker, W. W., Jr.	1923	Henderson
27. Parker, N. M. (col.)	1929	Wilmington
28. Parker, R. H.	1905	Durham
29. Parrish, L. F.	1931	Smithfield
30. Patterson, Alvis	1902	Winston-Salem
31. Patterson, W. D.	1901	Chapel Hill
32. Payne, H. E.	1909	Wilmington
33. Peacock, M. A.	1909	Benson
34. Pearson, M. E. Dye (col.)	1911	Durham
35. Perry, W. M.	1902	Elizabeth City
36. Perry, H. H. (col.)	1894	Fayetteville
37. Perry, W. R. (col.)	1931	Henderson
38. Person, T. E., M. D.	1906	Stantonsburg
39. Petrea, F. S.	1920	Greensboro
40. Phifer, B. R.	1928	Monroe
41. Phillips, C. B.	1910	Lincolnton
42. Phillips, M. B.	1920	China Grove
43. Phillips, W. P.	1926	Morehead City
44. Pickelsimer, J. B.	1908	Brevard
45. Pierce, M. E.	1914	Charlotte
46. Pierce, J. S.	1920	Rocky Mount
47. Pigot, D. S.	1926	Greenville
48. Pike, J. W.	1904	Concord
49. Pilkington, G. R.	1897	Pittsboro
50. Pinnix, J. M.	1904	Kernersville
51. Pinnix, J. L.	1930	Kernersville
52. Pinnix, W. M.	1907	New Bern
53. Pleasants, F. R.	1896	Louisburg
54. Plummer, James	1881	Salisbury
55. Polk, J. B.	1910	Charlotte
56. Poole, L. B.	1924	Greensboro
57. Pope, H. L.	1908	Winston-Salem
58. Porter, Clifford	1909	Black Mountain
59. Porter, C. D.	1915	Concord
60. Porter, Ernest	1912	Concord
61. Powers, L. B.	1908	Raleigh
62. Preston, W. D.	1909	S. Norfolk, Va.
63. Price, S. H.	1920	Mooresville
64. Pritchard, J. M.	1918	Chapel Hill
65. Pugh, E. S.	1922	Windsor
66. Purcell, S. M.	1900	Salisbury

R

67. Ratley, W. A.	1931	Fairmont
68. Ray, E. L.	1916	Asheboro
69. Reaves, L. E.	1897	Raeoford
70. Reaves, L. E., Jr.	1930	Raeoford
71. Reaves, E. L.	1923	Asheboro

672. Redding, E. F.	1905	Lucama
673. Reeves, Jefferson	1923	Waynesville
674. Reeves, M. H.	1906	Waynesville
675. Reeves, T. H.	1904	Asheville
676. Reid, S. H.	1916	Washington
677. Reinhardt, R. L.	1910	Forest City
678. Reins, C. C.	1912	Winston-Salem
679. Rhinehardt, C. B.	1912	Concord
680. Rhodes, Cader.	1911	Raleigh
681. Rhyne, W. F.	1909	Gastonia
682. Rice, L. D.	1925	Winston-Salem
683. Richardson, W. R.	1931	Sparta
684. Richardson, O. K.	1930	Sparta
685. Richardson, J. D. (col.)	1918	Washington, D. C.
686. Ridenhour, D. G.	1912	Mt. Gilead
687. Riggan, R. D.	1907	Raleigh
688. Rimmer, E. F.	1912	Charlotte
689. Rimmer, R. M.	1921	Franklin
690. Ring, W. A.	1895	High Point
691. Ring, C. A.	1905	High Point
692. Ring, L. B.	1904	Mount Olive
693. Ring, C. A., Jr.	1928	High Point
694. Rives, H. L.	1915	Bethel
695. Roberson, Culas.	1929	Draper
696. Roberts, Herschel.	1918	Weaverville
697. Roberts, T. M.	1918	High Point
698. Robertson, E. G.	1910.	Huntington, W. Va
699. Robinson, G. C.	1906	Charlotte
700. Robinson, E. F.	1926	Wilmington
701. Robinson, J. L.	1907	Rutherfordton
702. Rogers, R. P.	1912	Durham
703. Rogers, W. F.	1912	Durham
704. Rose, I. W.	1906	Chapel Hill
705. Rosenbaum, C. D.	1915	Tarboro
706. Ross, H. C.	1926	Winston-Salem
707. Roth, R. H.	1905	Asheville
708. Roycroft, W. R.	1925	Coats
709. Rudisill, J. S.	1908	Forest City

S

710. Sally, W. M.	1910	Asheville
711. Salling, A. T.	1910	Wilmington
712. Sanders, T. F.	1893	Clinton
713. Sanders, A. J.	1912	Gastonia
714. Sanford, R. D.	1916	Winston-Salem
715. Sapp, L. L., M. D.	1898	Badin
716. Sappenfield, W. A.	1908	Winston-Salem
717. Sauls, M. M.	1903	Ayden
718. Schoonmaker, G. B.	1930	Bradford, Pa.
719. Schutt, T. C. H.	1905	Wilmington
720. Scoggin, L. E.	1905	Louisburg
721. Scoggin, L. E., Jr.	1931	Louisburg
722. Scroggs, F. H.	1926	Statesville
723. Scruggs, B. P.	1916	Rutherfordton
724. Seagle, F. M.	1905	Charlotte
725. Seawell, C. C.	1904	Greensboro
726. Secrest, A. McD.	1907	Monroe
727. Sedberry, H. S.	1892	Fayetteville
728. Sedberry, H. B.	1904	Elizabeth City
729. Selden, J. S.	1928	Tarboro
730. Senter, P. L.	1921	Raleigh
731. Sessoms, M. M.	1914	Winston-Salem
732. Sewell, G. L.	1926	Rocky Mount
733. Shade, I. E. (col.)	1906	Wilson
734. Shaw, R. S.	1917	Scotland Neck

735. Shell, J. E.	1896	Lenoir			T
736. Shell, C. C.	1909	Waynesville	798. Talley, H. A.	1905	Cameron
737. Shelton, C. F.	1905	Chadbourn	799. Tarkenton, E. L.	1901	Wilson
738. Sheppard, J. W.	1896	Charlotte	800. Tart, D. W.	1906	Roseboro
739. Shook, Enlon	1918	Hickory	801. Tate, E. H.	1925	Lenoir
740. Shore, M. L.	1902	Raleigh	802. Tatum, J. M.	1928	Asheville
741. Shuford, L. D.	1924	Kings Mountain	803. Taylor, C. A.	1908	Goldsboro
742. Simmons, H. R.	1931	Goldsboro	804. Taylor, D. G.	1910	Spray
743. Singletary, F. B.	1914	Greensboro	805. Taylor, W. P.	1912	Roanoke Rapid
744. Singletary, W. O.	1901	Winston-Salem	806. Taylor, J. C.	1917	Knightdale
745. Sisk, C. T., M.D.	1902	Bryson City	807. Taylor, L. B.	1928	Jackson
746. Sisk, C. J.	1924	Atlanta, Ga.	808. Temple, J. O.	1909	Kinston
747. Siske, G. C.	1922	Greensboro	809. Templeton, G. S.	1926	Mooreville
748. Sitison, J. A.	1928	Mount Airy	810. Thomas, W. G., Jr.	1911	Varina
749. Sloan, F. A.	1909	Cameron	811. Thomas, C. R.	1901	Thomasville
750. Sloop, L. L.	1901	Shelby	812. Thomas, E. E.	1913	Roxboro
751. Sloop, M. B.	1928	China Grove	813. Thomas, E. R.	1902	Erwin
752. Smith, F. L.	1917	Littleton	814. Thomas, P. L.	1931	Erwin
753. Smith, W. G.	1889	Asheville	815. Thompson, A. J.	1902	Badin
754. Smith, Mattie E.	1925	Charlotte	816. Thompson, J. L.	1925	Reidsville
755. Smith, F. S.	1892	Asheville	817. Thompson, P. H.	1924	Fairmont
756. Smith, F. T.	1887	Franklin	818. Thornton, W. H.	1914	Newton
757. Smith, C. H.	1899	Charlotte	819. Thrower, H. E.	1906	So. Pines
758. Smith, C. N.	1910	Washington, D.C.	820. Tilley, J. E.	1923	Winston-Salem
759. Smith, Casper	1911	Wilson	821. Tingen, W. Z.	1917	Charlotte
760. Smith, T. E.	1928	Goldsboro	822. Toins, B. C.	1911	Salisbury
761. Smith, Leon	1912	Kannapolis	823. Townsend, J. H.	1910	Red Springs
762. Smith, D. A.	1924	Baltimore, Md.	824. Townsend, E. F.	1900	Red Springs
763. Smith, W. W.	1915	Tampa, Fla.	825. Trent, J. A.	1913	Danville, Va.
764. Snuggs, W. H.	1903	Albemarle	826. Tripp, G. O.	1923	Greensboro
765. Sparks, J. E.	1926	Hertford	827. Trotter, P. L.	1902	Pilot Mountain
766. Spencer, J. A.	1911	Durham	828. Trotter, J. R.	1906	Salisbury
767. Stamps, J. N.	1929	High Point	829. Tucker, W. M.	1899	High Point
768. Staunback, T. M.	1905	Spencer	830. Tucker, R. H.	1897	Reidsville
769. Stancil, J. H.	1912	Winston-Salem	831. Tugwell, J. B.	1903	Lillington
770. Stephens, J. L. (col.)	1915	Cleveland, Ohio	832. Turner, W. D.	1902	Elkin
771. Stevenson, J. T.	1917	Elizabeth City	833. Turnmire, A. P.	1921	Mount Airy
772. Stewart, J. M.	1909	Seffner, Fla.			U
773. Stewart, W. M.	1903	Charlotte	834. Umstead, O. L.	1931	Durham
774. Stimson, J. H.	1910	Statesville	835. Underwood, J. T.	1914	Liberty
775. Stone, B. F.	1929	Lumberton	836. Usher, J. T.	1931	Greensboro
776. Stone, A. H.	1902	Spray	837. Utley, H. S.	1925	Benson
777. Stone, W. L.	1922	Franklinton			V
778. Stowe, J. P.	1893	Charlotte	838. Vinson, E. L.	1908	Halifax
779. Stowe, L. H.	1908	Charlotte	839. Vinson, J. T.	1914	Goldsboro
780. Stowe, H. R.	1910	Charlotte			W
781. Stowe, C. D.	1917	Asheville	840. Walker, A. DuV	1925	Winston-Salem
782. Stratford, P. C.	1916	Greensboro	841. Walker, H. W.	1923	Norlina
783. Streetman, J. W.	1894	Marion	842. Walker, Irving	1920	Reidsville
784. Streetman, T. L.	1903	Winston-Salem	843. Walker, B. W.	1917	Rocky Mount
785. Strowd, Dortch	1929	Kinston	844. Walker, T. A.	1900	Charlotte
786. Suggs, R. B.	1905	Belmont	845. Walker, Lewis	1890	Milton
787. Sullivan, L. S.	1928	Durham	846. Walker, H. L.	1929	Madison
788. Summey, K. N.	1910	Mount Holly	847. Wallace, A. C.	1924	Star
789. Summey, Ptolemy	1903	Dallas	848. Walton, R. C.	1916	Raleigh
790. Summey, P. B.	1917	Charlotte	849. Ward, E. H.	1914	Tarboro
791. Suttle, J. A.	1906	Shelby	850. Ward, W. A.	1924	Swannanoa
792. Suttlenyire, P. J.	1914	Hickory	851. Ward, B. R.	1931	Goldsboro
793. Sutton, J. L.	1914	Chapel Hill	852. Warren, L. A.	1917	Garland
794. Swaney, C. A.	1924	Winston-Salem	853. Warren, B. S.	1908	Thomasville
795. Swaringen, DeWitt C.	1897	China Grove	854. Warren, J. C.	1915	Dunn
796. Swindell, E. S.	1911	Durham	855. Warren, B. C.	1926	Raleigh
797. Sykes, R. J.	1907	Greensboro			

56. Wartman, C. J.	1928	Henderson
57. Waters, G. W., Jr.	1910	Goldsboro
58. Watkins, W. O.	1905	Rutherfordton
59. Watson, H. P., Sr.	1881	Winston-Salem
60. Watson, H. P., Jr.	1912	Winston-Salem
61. Watson, D. I., M.D.	1887	Southport
62. Wearn, W. H.	1884	Charlotte
63. Weatherly, A. E.	1916	Greensboro
64. Webb, Paul	1898	Shelby
65. Webb, C. I.	1903	Charlotte
66. Webb, E. L.	1907	Thomasville
67. Welborne, W. F.	1902	Lexington
68. Welch, W. D., Jr.	1930	Morehead City
69. Welfare, S. E.	1905	Winston-Salem
70. West, J. F.	1915	Belmont
71. West, W. L.	1925	Roseboro
72. Westbrook, A. P.	1923	Elizabethtown
73. Wharton, L. A.	1909	Gibsonville
74. Wheeler, L. B.	1885	Asheville
75. Wheeler, C. R.	1919	Winston-Salem
76. Wheelless, J. M.	1901	Farmville
77. Wheelless, R. E. L.	1911	Warsaw
78. White, C. B.	1928	Henderson
79. White, D. F.	1928	Mebane
80. White, J. A.	1900	Mooreville
81. White, H. G.	1903	Elm City
82. White, F. L.	1905	Mebane
83. White, W. R.	1910	Warrenton
84. White, G. S.	1910	Lexington
85. White, John Albert	1922	Jonesboro
86. White, E. S.	1921	Burlington
87. White, J. E.	1913	Raleigh
88. White, Luther	1914	Rocky Mount
89. White, J. I.	1917	Burlington
90. White, J. J.	1928	Henderson
91. White, J. S.	1921	Mebane
92. Whitehead, C. R.	1924	Ramseur
93. Whitehead, J. D., Jr.	1912	Enfield
94. Whitfield, W. C., M.D.	1881	Grifton
95. Whitford, C. P.	1929	Fayetteville
96. Whitley, H. E.	1930	Monroe
97. Whittington, J. M.	1884	Winston-Salem
98. Wiggins, W. W.	1916	Raleigh
99. Wilkins, W. R.	1904	Maxton
100. Williams, M. P.	1902	Charlotte
101. Williams, S. W.	1898	Raleigh
102. Williams, R. I.	1881	Raleigh
103. Williams, A. H. A.	1910	Oxford
104. Williams, M. V. B.	1916	Winston-Salem
105. Williams, J. C.	1921	Bessemer City
106. Williams, H. C.	1912	Canton
107. Williamson, C. M.	1926	Concord
108. Williamson, J. W.	1921	Winston-Salem
109. Willis, Beatrice Averitt	1922	Raleigh
110. Willis, R. M.	1922	Princeton
111. Williston, J. T. (col.)	1902	Fayetteville
112. Wilson, W. A.	1930	Belton, S. C.
113. Wilson, T. V.	1924	Hendersonville
114. Wilson, T. H.	1909	Thomasville
115. Wilson, C. H.	1910	Lakeland, Fla.
116. Wilson, W. B.	1912	Hendersonville
117. Wilson, L. R.	1916	Lowell
118. Wilson, G. S.	1921	Belmont
119. Wimberley, R. E. (col.)	1920	Henderson
120. Winders, H. M.	1925	Farmville

921. Wohlford, H. W.	1910	Charlotte
922. Wolfe, W. S.	1913	Mount Airy
923. Wolfe, J. C.	1905	Hickory
924. Womble, D. J.	1924	Durham
925. Wood, E. H.	1905	New Bern
926. Woodard, E. V.	1914	Selma
927. Woolard, E. W.	1915	Henderson
928. Wooten, G. R.	1896	Hickory
929. Wooten, I. W. (col.)	1924	Burlington
930. Wooten, J. W. F.	1926	Raleigh
931. Worthington, E. C.	1917	Washington
932. Worthy, F. S.	1905	Washington
933. Wrike, W. C.	1921	Graham
934. Wynne, W. M. (col.)	1930	Powellsville

Y

935. Yancey, L. A. (col.)	1908	Charlotte
936. Yancey, D. C. (col.)	1906	Wilson
937. Yates, C. L.	1909	Charlotte
938. Yoder, C. R.	1908	Newton
939. Young, John	1898	Charlotte
940. Young, H. Malcolm	1929	Asheville
941. Young, C. T.	1905	Charlotte

Z

942. Zoeller, E. V.	1881	Tarboro
943. Zuckerman, I. L.	1910	Durham

Pharmacists Registered by Reciprocity

A

944. Adair, W. H.	1924	Durham
From Alabama		
945. Allison, J. B.	1930	Lancaster, S.C.
From South Carolina		
946. Alston, M. J. (col.)	1923	New Bern
From Tennessee		
947. Anderson, Banister	1923	High Point
From Virginia		
948. Andes, G. E.	1928	Wadesboro
From Virginia		
949. Artice, A. R. (col.)	1928	Eliz. City
From Pennsylvania (Rereg.)		
950. Avera, J. R.	1927	Biltmore
From Georgia		

B

951. Barron, J. B.	1931	Mooreville
From South Carolina		
952. Berryman, C. H.	1929	Blowing Rock
From Virginia		
953. Bissette, P. B.	1923	Wilson
From Virginia		
954. Black, O. R.	1927	Bessemer City
From Arizona		
955. Blackman, B. L.	1925	East Spencer
From South Carolina		
956. Bobst, H. R.	1930	Phila., Pa.
From New Jersey		
957. Bolinger, C. E.	1927	Asheville
From Georgia		
958. Borrelli, W. F.	1932	Charlotte
From Illinois		
959. Bridgers, E. B.	1919	Marion, S. C.
From South Carolina		

960. Brock, Alva.....1930 Charlotte
From South Carolina
961. Broome, J. C.....1931 Raleigh
From South Carolina
962. Burrus, S. B.....1923 Asheville
From Georgia

C

963. Cagle, C. V.....1924 Greensboro
From Georgia
964. Cain, C. M.....1929 Henrietta
From South Carolina
965. Callahan, E. F.....1919 West Durham
From South Carolina
966. Carnes, E. A.....1931 Asheville
From Georgia
967. Carothers, T. R.....1926 Charlotte
From South Carolina
968. Chandler, E. O.....1930 Leaksville
From Virginia
969. Chapman, M. J. Col.).....1930 Durham
From Oklahoma
970. Claverie, J. S.....1918 Asheville
From Louisiana
971. Cole, T. R.....1924 Pinehurst
From Georgia
972. Cook, D. B. (col.).....1919 Weldon
From Tennessee
973. Cornelius, R. E.....1932 Winston-Salem
From Ohio
974. Cousins, W. G.....1924 Charlotte
From Pennsylvania
975. Cox, R. O.....1923 Detroit, Mich.
From Michigan
976. Crabtree, W. A.....1923 Sanford
From Georgia
977. Crenshaw, J. L.....1925 Asheville
From Alabama
978. Crow, C. H.....1927 Fairforest, S.C.
From South Carolina
979. Cunningham, W. E.....1927 Pinehurst
From Massachusetts

D

980. Darlington, J. M.....1922 Winston-Salem
From Virginia
981. Davenport, G. R. (col.).....1925 Asheville
From District of Columbia
982. Day, L. G.....1930 Spruce Pine
From South Carolina
983. Dennis, C. M.....1928 Shelby
From South Carolina
984. Dodd, C. N.....1932 Raleigh
From Virginia
985. Dover, H. C.....1920 Charlotte
From Georgia (Rereg.)
986. Driggers, Earle.....1927 Winston-Salem
From Georgia

E

987. Ellington, G. R.....1922 Reidsville
From Virginia
988. Elson, J. R.....1929 Hendersonville
From West Virginia

989. Evans, W. B.....1923 Greensboro
From Texas

F

990. Fater, D. H.....1920 Asheville
From Connecticut
991. Feagin, E. L.....1923 Hendersonville
From Alabama
992. Fearrington, T. B.....1924 Asheville
From Mississippi
993. Fleming, J. M.....1923 Columbia, S. C.
From South Carolina
994. Fulmer, V. R.....1923 Robersonville
From South Carolina

G

995. Gatling, T. R. (col.).....1919 Reidsville
From South Carolina
996. Gilbert, W. B.....1921 Raleigh
From Georgia
997. Glenn, A. L.....1922 Charlotte
From Alabama
998. Gooden, D. T.....1926 Richmond, Va.
From Virginia
999. Gore, C. S.....1927 Coatsville, Pa.
From Georgia
1000. Griffin, Octavius.....1926 Rosemary
From Virginia
1001. Grinstead, C. P.....1929 Roanoke, Va.
From West Virginia (Re-reg.)

H

1002. Hall, H. B. (col.).....1932 Winston-Salem
From Alabama
1003. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1004. Hamlet, J. T. (col.).....1922 Raleigh
From West Virginia
1005. Hardwicke, St. J. H.....1923 Wake Forest
From South Carolina
1006. Hargrave, H. P. (col.).....1921 Greensboro
From Virginia
1007. Henderson, C. W.....1923 Durham
From Virginia
1008. High, P. J.....1932 Campbell, S.C.
From South Carolina
1009. Holland, R. F.....1919 Charlotte
From Georgia (Re-reg.)
1010. Holroyd, R. McT.....1927 Whiteville
From West Virginia
1011. Hunt, W. S.....1919 Oxford
From Virginia
1012. Hurdle, O. L.....1928 Aulander
From Virginia
1013. Hutchinson, J. McC.....1922 Charlotte
From South Carolina (Re-reg.)

I

1014. Irvin, O. L.....1924 Concord
From Georgia

J

1015. Jackson, O. J. (col.).....1930 Goldsboro
From Tennessee

1016. Jenkins, C. M. 1925 Old Fort
From Georgia
1017. Jenkins, W. I. 1931 Hampton, Va.
From Virginia
1018. Jetton, R. M. 1918 Comer, Ga.
From Georgia
1019. Johnson, R. J. 1924 Asheville
From South Carolina
1020. Johnson, L. O. 1926 Florence, S. C.
From South Carolina
1021. Joiner, L. B. 1920 High Point
From South Carolina
1022. Joiner, A. E. 1923 High Point
From Georgia
1023. Jones, J. L. 1922 Canton
From Georgia
1024. Jones, Dolan. 1925 Monroe
From Georgia
- K
1025. Keffer, D. A. 1930 Charlotte
From Indiana
1026. King, W. H. (col.) 1919 Winston-Salem
From South Carolina
1027. Kirkpatrick, G. L. 1927 Black Mountain
From South Carolina
- L
1028. Lamar, W. L., Jr. 1923 Albemarle
From Alabama
1029. Lewis, F. W. 1925 Augustus, Ga.
From Virginia
- M
1030. Matthews, G. W. 1920 Asheville
From South Carolina
1031. McBride, T. L. 1919 Marshville
From Pennsylvania
1032. McKinney, C. D. 1928 Georgetown, S.C.
From South Carolina
1033. Medford, De V. K. 1926 Clyde
From Oklahoma
1034. Merriman, W. D. 1928 Charlotte
From South Carolina
1035. Miller, A. J. 1925 East Flat Rock
From Michigan
1036. Mills, R. S., Jr. 1921 Marion
From Tennessee
1037. Mooneyham, O. J. 1928 Avondale
From Georgia
1038. Mooneyham, A. O. 1919 Asheville
From Alabama (Re-reg.)
1039. Moose, W. L. 1926 Albemarle
From Maryland
1040. Moore, A. L. 1927 Troutman
From Georgia
1041. Moore, Harry. 1928 Kings Mountain
From South Carolina
1042. Morriss, W. H. 1927 Roxboro
From Virginia
- N
1043. Norman, J. P. 1924 Yadkiuville
From Virginia
- O
1044. O'Brien, J. I. 1918 Pinehurst
From Massachusetts
- P
1045. Pattie, D. D. 1928 Columbus
From Michigan
1046. Philpot, L. W. 1928 Asheville
From South Carolina
1047. Pope, A. R. 1931 Hickory
From Georgia
1048. Porter, J. Dead. 1931 Franklin
From Georgia
1049. Poston, B. C. 1930 Hyman, S. C.
From South Carolina
1050. Powers, Charles. 1930 Orlando, Fla.
From Pennsylvania
1051. Prince, R. M. 1929 Asheville
From South Carolina
1052. Pully, C. C. 1932 Marshall
From Tennessee
- R
1053. Ray, C. W. 1924 West Jefferson
From Virginia
1054. Reamer, I. T. 1931 Durham
From Maryland
1055. Rhyne, C. L. 1922 Statesville
From Georgia
1056. Roberts, H. W. 1930 Athens, Pa.
From Pennsylvania
1057. Robinson, H. H. 1924 Elizabethtown
From Virginia
1058. Rogers, W. LeR. 1929 Gastonia
From South Carolina
1059. Rogers, A. D. 1931 Bennettsville, S.C.
From South Carolina
- S
1060. Sappenfield, J. A. 1924 Kannapolis
From Georgia
1061. Saunders, L. S. 1926 Wilmington
From Virginia
1062. Sawyer, R. B. 1925 Winston-Salem
From Colorado
1063. Saxon, H. A. 1930 Boone
From Georgia
1064. Scruggs, R. G. 1919 Asheville
From Georgia
1065. Sheider, G. A. 1918 W. Asheville
From Georgia
1066. Sherard, J. F. 1920 Henrietta
From South Carolina
1067. Sinclair, E. G. 1920 Raleigh
From Virginia
1068. Sloan, R. R. 1927 Stony Point
From Virginia
1069. Smith, J. M. 1925 Asheville
From Wisconsin
1070. Smith, V. F. 1929 Greensboro
From Missouri
1071. Snypes, C. L. 1923 Sanford
From Georgia

1072. Sparkman, D. D., Jr. 1931 Burgaw
From Virginia
1073. Spriggle, J. B. 1929 Draper
From South Carolina
1074. Stacy, L. B. 1928 Gastonia
From Georgia
1075. Stein, Meyer. 1930 Phila., Pa.
From Pennsylvania
1076. Summerlin, A. R. 1925 Laurinburg
From South Carolina

T

1077. Tainter, D. W. 1931 Marion
From Tennessee
1078. Thompson, J. V. 1924 East Flat Rock
From South Carolina
1079. Threatt, J. B. 1922 Durham
From Georgia
1080. Tolson, J. G., Jr. 1927 Henderson
From Arkansas
1081. Toms, E. R. 1919 Wilmington
From Georgia
1082. Truhart, Naomi (col.) 1931 Durham
From Arkansas
1083. Turner, L. L. 1932 Lamar, S. C.
From South Carolina

U

1084. Underhill, J. A. 1928 Cary
From South Carolina

V

1085. Vaughan, A. M. 1926 Petersburg, Va.
From Missouri
1086. Voorhees, P. L. 1931 Greensboro
From District of Columbia

W

1087. Walters, J. E. 1928 Cheraw, S. C.
From South Carolina
1088. Walton, J. C. 1926 Marshall
From South Carolina
1089. Watkins, F. D. 1925 Asheville
From South Carolina
1090. Whitaker, F. B. 1930 Enfield
From Georgia
1091. White, H. W. 1925 Fayetteville
From South Carolina (Re-reg.)
1092. White, W. G. 1924 York, S. C.
From South Carolina
1093. Whitehead, T. E. 1930 Charlotte
From Georgia
1094. Williams, L. L. 1920 Morven
From Georgia
1095. White, R. L. 1929 Leaksville
From South Carolina
1096. Williston, F. D. (col.) 1927 Fayetteville
From Tennessee
1097. Wilson, C. A. 1922 Monroe
From Virginia
1098. Wilson, E. C. 1919 Burlington
From Virginia

Y

1099. Youngue, J. D. 1927 Pickens, S. C.
From South Carolina

Registered Assistant Pharmacists

1. Barefoot, E. G. 1930 Canton
2. Barnhardt, L. E. 1931 Charlotte
3. Barringer, H. A. 1931 Salisbury
4. Bell, E. V. 1926 Raleigh
5. Birkitt, S. P. 1931 Charlotte
6. Brame, R. M., Jr. 1931 N. Wilkesboro
7. Branch, B. C. 1928 Rocky Mount
8. Browning, A. C. 1926 Greensboro
9. Carrigan, J. F. 1930 Salisbury
10. Causey, J. H. 1931 Winston-Salem
11. Cline, M. L. 1931 Lenoir
12. Dellinger, H. McL. 1931 Stanley
13. Dilling, Cort. 1924 Gastonia
14. Griffin, T. W. 1930 Statesville
15. Hales, C. W. 1931 Rosemary
16. Hendrix, J. O'N. 1931 Charlotte
17. Heslip, F. W. 1923 Wilmington
18. Hughes, M. A. 1926 Edenton
19. Johnson, W. S. 1929 Rocky Mount
20. Marsh, J. B. 1930 Salisbury
21. Maus, F. B. 1928 Greensboro
22. McConnell, Miss Ethel. 1926 Newton
23. Millaway, E. D. 1928 Greensboro
24. Musgrove, W. M. 1924 Catawba
25. Russell, L. D. 1930 Salisbury
26. Taylor, H. T. 1931 Tarboro

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

2. Thompson, H. P. P.
Highlands, Macon County
3. Martin, J. H.
Red Oak, Nash County
5. Oliver, R. D.
Pine Level, Johnston County
8. Butt, V. R.
Bakersville, Mitchell County
9. McKay, J. P.
Buies Creek, Harnett County
11. Smith, A. J.
Black Creek, Wilson County
12. Lackey, W. J.
Fallston, Cleveland County
13. Shellum, O. W.
Denver, Lincoln County
15. McGuire, B. B.
Newland, Avery County
16. Schiffl, O. F.
Highlands, Macon County
17. Rozier, R. G.
Cerro Gordo, Columbus County
18. Hutchinson, S. S.
Bladenboro, Bladen County
19. Baker, W. E.
Arden, Buncombe County
20. Rose, J. W.
Pikeville, Wayne County
21. Bell, E. M.
Mill Spring, Polk County

- | | |
|---|---|
| 22. Royal, D. M.
Salemberg, Sampson County | 72. Sumner, T. W.
Fletcher, Henderson County |
| 23. Flynt, S. S.
Rural Hall, Forsyth County | 74. Beasley, E. B.
Fountain, Pitt County |
| 24. Salley, E. McQueen
Saluda, Polk County | 75. Smith, C. E.
Bakersville, Mitchell County |
| 25. May, M. J.
Hayesville, Clay County | 78. Wilkes, M. B.
Laurel Hill, Scotland County |
| 26. Sossomon, J. C.
Midland, Cabarrus County | 80. Goley, W. R.
Shalotte, Brunswick County |
| 27. Reid, T. N.
Matthews, Mecklenburg County | 81. Caddell, G. C.
Hoffman, Richmond County |
| 28. Burt, B. W.
Holly Springs, Wake County | 82. McMillan, J. M.
Candor, Montgomery County |
| 29. Powell, E. C.
Middlesex, Nash County | 84. Howell, W. L.
Ellerbe, Richmond County |
| 30. Stone, G. E.
King, Stokes County | 85. Boyce, J. M.
Polkton, Anson County |
| 31. Sutton, C. W.
Richlands, Onslow County | 88. Johnson, B. C.
Bunn, Franklin County |
| 32. Clark, DeW. D.
Clarkton, Bladen County | 90. Brown, C. E.
Faith, Rowan County |
| 33. Norman, G. W.
Jamestown, Guilford County | 92. Wilkerson, J. B.
Rosman, Transylvania County |
| 34. Lubchenko, N. E.
Harrisburg, Cabarrus County | 94. Bradshaw, T. G.
Sims, Wilson County |
| 35. Shaw, W. G.
Wagram, Scotland County | 95. Barker, Y. M.
Macclesfield, Edgecombe County |
| 36. Potts, F. L.
Vanceboro, Craven County | 96. Floyd, L. D.
Fair Bluff, Columbus County |
| 37. Williams, J. D., Jr.
Stokesdale, Guilford County | 99. Long, F. Y.
Catawba, Catawba County |
| 39. Gooding, G. V.
Kenansville, Duplin County | |
| 40. Robertson, W. B.
Burnsville, Yancey County | |
| 41. Watson, Leon
Broadway, Lee County | |
| 42. Johnson, W. W.
Manteo, Dare County | |
| 43. Page, B. W.
Trenton, Jones County | |
| 44. Hinnant, Wilford
Micro, Johnston County | |
| 47. Stone, W. M.
Dobson, Surry County | |
| 48. Thompson, Joseph
Creedmoor, Granville County | |
| 52. Elliott, G. D.
Fair Bluff, Columbus County | |
| 54. Melvin, W. C.
Linden, Cumberland County | |
| 55. Byrd, W. C.
Morrisville, Wake County | |
| 56. Lee, L. V.
Lattimore, Cleveland County | |
| 57. Bridger, D. H.
Bladenboro, Bladen County | |
| 61. Perry, A. H. (Re-reg.)
Wood, Franklin County | |
| 68. Beard, G. C.
Atkinson, Pender County | |
| 71. Currie, D. S.
Parkton, Robeson County | |

List of Drug Stores

Revised June 1st, 1932

ABERDEEN

1. Bryan Drug Company, Inc.
2. Charles Drug Co.
3. McCrummin's Drug Store

AHOSKIE

4. Copeland Drug Company

ALBEMARLE

5. Loftin's Drug Store
6. Snuggs Drug Co.
7. Moose Drug Co., Inc.
8. Albemarle Drug Co., Inc.

ANDREWS

9. Davis' Pharmacy

ANGIER

10. Young Brothers Drug Company
11. Overby's Inc. Drug Store

APEX

12. A. V. Baucom Pharmacy
13. H. O. Holland, Druggist

ARDEN

14. Arden Drug Store

ASHEBORO

15. Asheboro Drug Company
16. Reaves Pharmacy
17. Standard Drug Store, Inc.

ASHEVILLE

18. Aiken and Hester
19. Asheville Pharmacy and Laboratory Co.
20. Charlotte Street Pharmacy, Inc.
21. Claverie's Pharmacy
22. Eckerd's of Asheville, N. C., Inc.
23. Finley's Depot Drug Store
24. Goode's Drug Store
25. Arcade Pharmacy
26. Fater's, Inc.
27. Grove Park Pharmacy
28. Haywood Street Pharmacy
29. Johnson Drug Company
30. Liggett's Drug Store, No. 762
31. McMinn Drug Store
32. Merrimon Avenue Pharmacy
33. Scruggs Drug Store, Inc.
34. Louis K. Liggett Co. Store, No. 769
35. Y. M. I. Drug Store (col.)
36. Norwood Park Pharmacy, Inc.
37. Smith's Drug Store
38. Smith & Gore Pharmacy, Inc.
39. Wilkins Drug Store
40. Mullen's Pharmacy
41. Mooneyham's Drug Store

AVONDALE

42. Mooneyham Drug Company

ATKINSON

43. Atkinson Drug Company
44. Aulander Pharmacy, Inc.

AUTRYVILLE

45. T. C. Bullock

AYDEN

46. Edwards Pharmacy
47. M. M. Sauls

BADIN

48. Badin Drug Company, Inc.
49. Sapp Drug Company

BAILEY

50. Rittenbury Pharmacy

BAKERSVILLE

51. Butt Drug Store
52. City Drug Company

BALFOUR

53. Wilson Drug Company, No. 2

BEAUFORT

54. F. R. Bell, Druggist
55. George Davis, M.D., Pharmacist
56. Joseph House, Druggist

BELHAVEN

57. O'Neal's Drug Store

BELMONT

58. Belmont Drug Company
59. Cox Drug Company
60. East Belmont Drug Store
61. Stowe Drug Company

BENSON

62. Benson Drug Company, Inc.
63. Peacock Drug Company
64. Sherrill Drug Company
65. Warren Drug Company

BESSEMER CITY

66. Central Drug Store
 67. City Drug Store
- BETHEL
68. H. L. Rives Drug Company

BILTMORE

69. Aiken's Pharmacy
70. John R. Avera, Druggist
71. Biltmore Drug Store

BLACK CREEK

72. Rice Drug Company

BLACK MOUNTAIN

73. Black Mountain Drug Company, Inc.
74. Jumper's Pharmacy

BLADENBORO

75. Bridger Drug Store
76. Hutchinson's Drug Store

BLOWING ROCK

77. Blowing Rock Drug Co.

BOONE

78. Boone Drug Company
79. Watauga Drug Co.

BREVARD

80. Brevard Pharmacy
81. Davis-Long Drug Company
82. S. M. Macfie Drug Company

BROADWAY

83. Broadway Drug Company

BRYSON CITY

84. Bryson City Drug Company
85. Sisk Drug Store

BUIE'S CREEK

86. Wiggins Drug Store

BUNN

87. Bunn Drug Company

BURGAU

88. Dees Drug Store

BURLINGTON

89. Acme Drug Company, Inc.
90. Burlington Drug Company, Inc.
91. City Drug Company
92. Davis St. Pharmacy, Inc.
93. East End Drug Store
94. Heritage-Wilson Drug Company
95. E. S. White Pharmacy
96. Wooten Drug Company, Inc. (col.)
97. Mitchell's Drug Store

BURNSVILLE

98. Robertson Brothers, Druggists

CAMERON

99. Sloan's Drug Store

CANDOR

100. Candor Drug Company

CANTON

101. Canton Drug Store
102. Martin's Drug Store
103. Champion Drug Store

CARRBORO

104. E. S. Merritt

CARTHAGE

105. Shield's Drug Company

CARY

106. Adams Drug Company

CATAWBA

107. Catawba Drug Company

CERRO GORDO

108. Cerro Gordo Drug Store

CHADBOURN

109. Chadbourn Drug Company, Inc.

110. John E. Koonce Drug Company

CHAPEL HILL

111. Eubanks Drug Company

112. Sutton's Drug Store

113. Pritchard-Lloyd, Inc.

CHARLOTTE

114. Belmont Pharmacy

115. Blair Bros. and Company

116. Carolina Cut Rate Drug Store, Inc.

117. Carolina Pharmacy

118. Charlotte Drug Company

119. Eckerd's of Charlotte, N. C., Inc.

120. Five Points Drug Company

121. Hoskin's Drug Company

122. Independence Drug Store

123. Louis K. Liggett Company, No. 733

124. Myers Park Pharmacy

125. People's Drug Store

126. Perry Drug Store

127. Reese-Stowe Company

128. E. F. Rimmer Drug Company

129. Sheppard Drug Company, Inc.

130. Sterling Drug Company

131. Stonewall Pharmacy

132. James P. Stowe and Company

133. Tingen-Summev Drug Store

134. T. A. Walker, Druggist

135. Yates Pharmacy

136. Yancey's Drug Store (col.)

137. Derrick Pharmacy

138. Lyon's Pharmacy

139. Walgreen Co.

140. New Tryon Drug Co., Inc.

141. Whelan Drug Co.

142. Park Place Pharmacy, Inc.

143. Rex Drug Store (col.)

144. New Plaza Drug Store

145. Wilmore Pharmacy

146. McNeely Drug Co.

147. Dillworth Drug Store

148. Boulevard Pharmacy

CHERRYVILLE

149. Allen Drug Company

150. Beam Drug Company

CHINA GROVE

151. Phillips Drug Company

152. Sloop Drug Company

CLARKTON

153. G. L. and E. S. Clark

CLAYTON

154. Beddingfield Brothers

155. Poole's Cut Rate Drug Store

CLIFFSIDE

156. Cliffside Mills Drug Store

CLINTON

157. Butler's Pharmacy

158. Sanders Drug Company

159. Moseley-Chestnutt

CLYDE

160. Clyde Pharmacy

COATS

161. Coats Pharmacy

COLUMBIA

162. Columbia Drug Company

COLUMBUS

163. D. D. Pattie

CONCORD

164. Cabarrus Drug Company

165. Cline's Pharmacy

166. Gibson's, Inc.

167. Pearl Drug Company, Inc.

168. Porter Drug Company, Inc.

CONOVER

169. Conover Drug Company

COOLEEMEE

170. Cooleemee Drug Company

CORNELIUS

171. Guion Drug Company

CRAMERTON

172. Cramerton Drug Company

CREEDMOOR

173. Creedmoor Drug Company

CLEVELAND

174. Cleveland Drug Company

DALLAS

175. P. D. Summey

DAVIDSON

176. White Drug Company

DENVER

177. Denver Drug Company

DERITA

178. Glenn and Bisenar

DOBSON

179. W. M. Stone, Druggist

DRAPER

180. Draper Pharmacy

181. Roberson's Pharmacy

DUNN

182. Fitchett Drug Company

183. Hood and Grantham

184. Paul C. Hood & Company

185. Butler & Lee Drug Co.

DURHAM

186. R. Blacknall and Son

187. Bull City Drug Store (col.)

188. Eckerd's of Durham, N. C., Inc.

189. Five Points Drug Company

190. Hardee's Pharmacists

191. Hayti Drug Store (col.)

192. Haywood and Boone

193. John L. Howerton, Druggist

194. C. E. King and Son

195. Mack's Drug Store
 196. McKay's Pharmacy
 197. Montague's Pharmacy
 198. North Durham Drug Store
 199. Owl Pharmacy
 200. Paragon Pharmacy
 201. Rogers' Drug Company
 202. Biltmore Drug Store, Inc. (col.)
 203. University Pharmacy, Inc.
 204. Whelan Drug Company, Inc.
 205. Coleman Pharmacal Co.
 206. Carolina Drug and Soda Shop

EAST DURHAM

207. Crabtree Pharmacy

EAST FLAT ROCK

208. Miller's Drug Store

EAST SPENCER

209. Piedmont Drug Company

EDENTON

210. Mitchener's Pharmacy
 211. Leggett and Davis, Inc.

ELIZABETH CITY

212. Albemarle Pharmacy
 213. Apothecary Shop
 214. Overman and Stevenson
 215. Sedberry's Drug Store

ELIZABETHTOWN

216. Hutchinson Drug Store, Inc.
 217. Robinson Drug Co.

ELKIN

218. Abernethy's Pharmacy
 219. Turner Drug Company
 220. Choate and Browne Pharmacy

ELM CITY

221. Elm City Pharmacy
 222. Winstead Drug Company

ENFIELD

223. W. E. Beavens
 224. Harrison Drug Company
 225. Whitaker's Drug Company

ENKA

226. Community Pharmacy

ERWIN

227. E. R. Thomas Drug Company

FAIRMONT

228. Fairmont Drug Company
 229. Robeson Drug Company

FAISON

230. Morton Drug Store

FAITH

231. H. A. Fesperman Co.

FARMVILLE

232. Farmville Drug Company
 233. Wheelless Drug Company, Inc.

FAYETTEVILLE

234. J. S. Hall Drug Company
 235. Hart's Pharmacy
 236. H. R. Horne and Sons
 237. Mackethan and Company, Druggists
 238. Massey Hill Drug Company

239. Mathews Pharmacy
 240. Perry's Drug Store (col.)
 241. Souder's Pharmacy
 242. Williston Drug Store (col.)
 243. Haymount Drug Store

FALLSTON

245. Lackey Drug Company

FLETCHER

246. Ideal Pharmacy

FOREST CITY

247. People's Drug Store
 248. Gray Drug Co.

FOUNTAIN

249. Fountain Drug Company

FOUR OAKS

250. Four Oaks Drug Company
 251. Corner Drug Co.

FRANKLIN

252. Angel Drug Store
 253. Perry's Drug Store

FRANKLINTON

254. L. W. Henderson's Pharmacy

FREMONT

255. Whitley Drug Company

FUQUAY SPRINGS

256. Elliott's Pharmacy

GARLAND

257. L. A. Warren, Druggist

GARNER

258. Davenport Drug Company

GASTONIA

259. J. L. Adams Drug Store
 260. East Gastonia Pharmacy
 261. Gaston Drug Company, Inc.
 262. Kennedy Drug Company
 263. Loray Drug Store
 264. Caldwell's Drug Store
 265. Union Pharmacy (col.)
 266. Lytle Drug Company (col.)
 267. Victory Drug Store
 268. Durham Pharmacy
 269. Jacob's Pharmacy

GIBSON

270. Gibson's Drug Company

GIBSONVILLE

271. Gibson Drug Co.

GOLDSBORO

272. Andrews Drug Company
 273. Brown's Drug Store
 274. Goldsboro Drug Company
 275. Hicks and Hawley's Drug Store
 276. M. E. Robinson and Bro.
 277. Andrews Cash Drug Company
 278. Palace Drug Store
 279. Vinson Drug Store
 280. O. Jackson Drug Co. (col.)
 281. Wynne Pharmacy (col.)

GRAHAM

282. Graham Drug Company
 283. Wrike Drug Company

GREENSBORO

- 284. Asheboro Street Pharmacy
- 285. Best Drug Store
- 286. College Pharmacy, Inc.
- 287. Davie Street Drug Company
- 288. Fordham's Drug Store
- 289. Fordham-McDuffie Drug Company
- 290. Green Street Drug Company
- 291. Herndon's Pharmacy
- 292. King Cotton Drug Store
- 293. Liggett's Drug Store, No. 745
- 294. McNeely's Drug Store
- 295. O. Henry Drug Store, No. 1
- 296. O. Henry Drug Store, No. 2
- 297. O. Henry Drug Store, No. 3
- 298. O. Henry Drug Store, No. 4
- 299. People's Drug Store (col.)
- 300. Revolution Pharmacy
- 301. Stratford-Weatherly Drug Company
- 302. White Oak Drug Company
- 303. Whelan Drug Company, Inc.
- 304. Carolina Pharmacy
- 305. Weaver-Sykes Drug Co.
- 306. Greensboro Drug Co.
- 307. Wilson's Pharmacy
- 308. Cecil-Russell Drug Co., Inc.
- 309. West Market Street Pharmacy
- 310. Crutchfield-Squir Drug Store

GREENVILLE

- 311. Eldridge's Drug Store
- 312. Greenville Drug Company
- 313. Hill-Horne Drug Company
- 314. Charles O'H. Horne
- 315. Pitt Drug Company
- 316. B. S. Warren, Druggist

GROVER

- 317. People's Drug Company

HALIFAX

- 318. Vinson's Pharmacy

HAMLET

- 319. Mabry's Drug Store
- 320. Mitchell Drug Co., Inc.
- 321. C. & W. Pharmacy

HARRISBURG

- 322. Dr. N. E. Lubchenko

HAW RIVER

- 323. Haw River Drug Company
- 324. Purity Drug Company, Inc.

HAYSVILLE

- 325. Pass Drug Co.

HAZELWOOD

- 326. McKay's Pharmacy

HEMP

- 327. McCrimmon Drug Company

ENDERSON

- 328. Kerner Drug Company
- 329. Miles Pharmacy
- 330. Opera Drug Store (Woolards)
- 331. Page-Hocutt Drug Company
- 332. Thomas-Culpepper Drug Company
- 333. R. E. Wimberley (col.)
- 334. Southside Drug Company

335. People's Drug Store

- 336. Wiggins Cut Rate Drug Store
- 337. Parker's Drug Store

ENDERSONVILLE

- 338. Jackson Pharmacy, Inc.
- 339. Justus Pharmacy
- 340. Rose Pharmacy
- 341. Wilson Drug Company, No. 1
- 342. Scruggs Drug Store, Inc.

HENRIETTA

- 343. Henrietta Mills Store, No. 1

HICKORY

- 344. Highland Drug Store
- 345. Hickory Drug Company
- 346. Lutz Drug Company
- 347. Shook Drug Company
- 348. Wolfe Drug Company
- 349. King's Pharmacy
- 350. Ninth Avenue Pharmacy

HIGHLAND

- 351. Highland's Drug Store

HIGH POINT

- 352. Arthur's Pharmacy
- 353. Cecil's Drug Store, Inc.
- 354. Greene Drug Company
- 355. Hart's Pharmacy, Inc.
- 356. Hoffman's Drug Company
- 357. Ingram's Pharmacy
- 358. Eckerd's of High Point, N. C., Inc.
- 359. Joiner's Drug Store
- 360. Mann Drug Company, No. 1
- 361. Mann Drug Company, No. 2
- 362. Matton Drug Company
- 363. Ring Drug Company
- 364. C. A. Ring and Sons
- 365. Washington Street Pharmacy (col.)
- 366. Economy Drug Store, Inc.
- 367. Cecil-Simpson Drug Co.
- 368. Sheraton Drug Co., Inc.

HILLSBORO

- 369. W. A. Hayes Drug Store
- 370. Hillsboro Drug Company
- 371. People's Drug Company

HOFFMAN

- 372. Hoffman Drug Company

HOLLY SPRINGS

- 373. Model Pharmacy

HUNTERSVILLE

- 374. Griffin Drug Company

JACKSON

- 375. Jackson Drug Company

JAMESTOWN

- 376. Speedway Drug Store

JONESBORO

- 377. Lee Drug Store

KANNAPOLIS

- 378. Kannapolis Drug Company
- 379. F. L. Smith Drug Company
- 380. Center View Pharmacy, Inc.

KENANSVILLE

- 381. Kenansville Drug Co.

KENLY

382. Fulghum's Drug Store

KERNERSVILLE

383. Pinnix Drug Store

384. Willson Drug Store, Inc.

KING

385. King Drug Company

KING'S MOUNTAIN

386. Griffin Drug Company

387. Summers Drug Company

KINSTON

388. Creech Drug Company

389. Jack Temple Drug Co.

390. J. E. Hood and Company

391. Lenoir Drug Company

392. E. B. Marston Drug Company

393. Kinston Pharmacy

394. Stroud Drug Company

395. Caswell Pharmacy, Inc.

LAGRANGE

396. Adams Drug Company

LANDIS

397. Linn-Edwards Drug Company

LATTIMORE

398. Brilee Drug Company

LAUREL HILL

399. Calhoun Drug Company

LAURINBURG

400. Everington Drug Store

401. J. T. Fields, Jr.

402. Laurinburg Drug Store

403. Scotland Drug Company

404. Summerlin Drug Store

LEAKSVILLE

405. Carolina Drug Company

406. Chandler Drug Company

407. Leaksville Drug Company

LENOIR

408. Ballew's Cash Pharmacy

409. Crawford's Drug Store

410. Tate's Drug Store

411. McNairy's Drug Store

LEWISTON

412. Humphrey's Pharmacy

LEXINGTON

413. City Drug Company, Inc.

414. Lexington Drug Company

415. People's Drug Store, Inc.

416. Jones Drug Co.

LIBERTY

417. Liberty Drug Store

LILLINGTON

418. Tugwell's Pharmacy

419. LaFayette Drug Co.

LINCOLNTON

420. Childs-Wolfe Drug Company, Inc.

421. Lawing and Costner

422. Lincolnnton Drug Company

LINDEN

423. W. C. Melvin, M.D.

LITTLETON

424. Harrison's Drug Store

425. Browning's Drug Store Co.

426. Littleton Pharmacy

427. G. A. Shreewitts

LOUISBURG

428. S. P. Boddie, Druggist

429. F. R. Pleasants, Druggists

430. Scoggins Drug Store

LOWELL

431. Lowell Drug Company

LUCAMA

432. Cash Drug Store

LUMBERTON

433. Hedgepeth's Pharmacy, Inc.

434. Johnson's Drug Store

435. Lumberton Drug Company

436. J. D. McMillan and Son

MACCLESFIELD

437. Webb Drug Company

MADISON

438. R. A. Ellington Drug Company, Inc.

439. Piedmont Drug Company, Inc.

MAIDEN

440. Campbell's Drug Store

MANTEO

441. Manteo Drug Co.

MARION

442. Kirby Drug Company, Inc.

443. Rexall Drug Store

444. Streetman Drug Company

445. Tainter's

446. Lake City Drug Store

MARSHALL

447. Marshall Pharmacy

448. Moore's Pharmacy

MARS HILL

449. Pope's Pharmacy

MARSHVILLE

450. Guion's Drug Store

MATHEWS

451. Mathews Drug Company

MAXTON

452. Austin Drug Company, Inc.

MEBANE

453. Mebane Drug Company

454. Pickard Drug and Seed Store

455. McLeod's Pharmacy

MICRO

456. Pearce Drug Company

MIDDLESEX

457. Moore's Drug Store

MIDLAND

458. Midland Pharmacy

MILTON

459. Lewis Walker, Druggist

MOCKSVILLE

460. Le Grand's Pharmacy

MONROE

- 461. Gamble Drug Company
- 462. Secrest Drug Company
- 463. Phifer's Pharmacy
- 464. Wilson Drug Company

MOORESVILLE

- 465. George C. Goodman and Company
- 466. Miller Drug Company, Inc.
- 467. Mooresville Drug Company
- 468. White-Stonestreet Pharmacy

MOREHEAD CITY

- 469. Walter Hufham, Druggist
- 470. Morehead City Drug Company

MORGANTON

- 471. Burke Drug Company
- 472. Davis Drug Company
- 473. Kibler Drug Company

MORRISVILLE

- 474. Morrisville Drug Store

MORVEN

- 475. Morven Drug Company, Inc.

MOUNT AIRY

- 476. Hollingsworth Drug Company, Store No. 1
- 477. Hollingsworth Drug Company, Store No. 2
- 478. Turnmire and Lamm
- 479. W. S. Wolfe Drug Company
- 480. Mt. Airy Drug Company, Inc.

MT. GILEAD

- 481. Cochran-Ridenhour Drug Company

MT. HOLLY

- 482. Holland Drug Company
- 483. Summey Drug Company

MOUNT OLIVE

- 484. Aaron's Pharmacy, Inc.
- 485. Mount Olive Drug Store
- 486. Glenn Drug Co.

MOUNT PLEASANT

- 487. A. W. Moose Company

MURPHY

- 488. E. S. Parker
- 489. Mauney Drug Co.

NASHVILLE

- 490. Ward Drug Company

NEWLAND

- 491. Bear Trail Drug Store

NEW BERN

- 492. Joe Anderson's Drug Store
- 493. Davis Pharmacy
- 494. Duffy's Drug Store
- 495. Five Points Drug Store (col.)
- 496. Pinuix Drug Store
- 497. Wood Drug Company
- 498. Alston's Drug Store (col.)
- 499. Gaskin's Soda Shop

NEWPORT

- 500. Edward's Drug Company

NEWTON

- 501. H. & M. Drug Company
- 502. Central Drug Company
- 503. North Newton Drug Store

NORLINA

- 504. Walker Drug Company, Inc.

NORTH CHARLOTTE

- 505. Gamble Drug Company
- 506. Hand's Pharmacy

NORTH WILKESBORO

- 507. North Wilkesboro Drug Company
- 508. Wilkes Drug Company, Inc.
- 509. R. M. Brame and Sons
- 510. Horton Drug Co.

NORWOOD

- 511. Phillips Drug Company

OAKBORO

- 512. Barger Drug Store

OLD FORT

- 513. Bradley Drug Company
- 514. Old Fort Drug Company

OXFORD

- 515. J. G. Hall
- 516. Herring & Etheridge, Druggists
- 517. Lyon's Drug Company

PENROSE

- 518. Penrose Drug Store

PIKEVILLE

- 519. Register's Drug Store

PILOT MOUNTAIN

- 520. Hollingsworth Drug Company, No. 3
- 521. Trotter's Drug Store

PINEHURST

- 522. Carolina Pharmacy, Inc.
- 523. Pinehurst Pharmacy

PINE LEVEL

- 524. Godwin Drug Co.

PINETOPS

- 525. Service Drug Store

PINEVILLE

- 526. Pineville Drug Company

PARKTON

- 527. Gram Drug Company

PITTSBORO

- 528. G. R. Pilkington, Druggist
- 529. Pittsboro Drug Company

PLYMOUTH

- 530. E. G. Arps
- 531. O. Henry Drug Store
- 532. Rexall Drug Store

POLKTON

- 533. Polkton Drug Company

PRINCETON

- 534. Peele Drug Store

RAEFORD

- 535. Hoke Drug Company
- 536. Reaves Drug Store, Inc.

RALEIGH

- 537. Boon-Iseley Drug Company
- 538. J. C. Brantley, Druggist
- 539. Capitol Drug Store
- 540. College Court Pharmacy
- 541. Edwards Drug Company
- 542. Galloway's Professional Building Pharmacy

543. Hamlin Drug Company, Inc. (col.)
 544. Love Drug Store (col.)
 545. Mallette Drug Company, Inc. (col.)
 546. Martin Street Pharmacy
 547. Parker, Inc.
 548. Person Street Pharmacy
 549. Saunders Street Pharmacy
 550. Sir Walter Drug Store, Inc.
 551. Walton's Pharmacy
 552. Johnson Drug Store
 553. State Drug Store
 554. Wake Drug Store
 555. R. I. Williams
 556. Wiggins Drug Store
 557. Wiggins Drug Store
 558. Wilmont Drug Store
 559. Dizer's Pharmacy
 560. Langdon's Pharmacy
 561. Eckerd's of Raleigh, N. C., Inc.
 562. Senter's Drug Store
 563. Hayes-Barton Pharmacy
 564. Person Street Pharmacy, No. 2
RAMSEUR
 565. Ramseur Pharmacy, Inc.
RANDLEMAN
 566. Randleman Drug Company
RED SPRINGS
 567. Red Springs Drug Company
 568. Townsend's Pharmacy
REIDSVILLE
 569. Ellington Drug Company
 570. Fetzer's Drug Store
 571. Gardner Drug Store
 572. R. H. Tucker, Druggist
 573. Kappa Pharmacy (col.)
RICH SQUARE
 574. Rich Square Drug Company
RICHLANDS
 575. Brown Drug Co.
ROANOKE RAPIDS
 576. Roanoke Pharmacy Company, Inc.
 577. Taylor-Mathews Company, Inc.
ROBERSONVILLE
 578. David Grimes Drug Company
 579. Fulmers, Inc.
ROCKINGHAM
 580. L. G. Fox Drug Company
 581. R. P. Lyon Drug Company
 582. Bristow Drug Company
ROCKWELL
 583. Rockwell Drug Company
ROCKY MOUNT
 584. Burnett Drug Company (col.)
 585. Douglas-Armstrong Drug Company (col.)
 586. H. L. Hicks Drug Company
 587. Kyser Drug Company, Inc.
 588. T. C. McCall Drug Company
 589. May and Gorham
 590. I. W. Rose Drug Company, Inc.
 591. Standard Drug Company, Inc.
 592. Wiggins Drug Store of Rocky Mount, Inc.
 593. The C. O. D. Drug Co., Inc.
ROSEBORO
 594. Melvin Brothers
 595. D. W. Tart
ROSE HILL
 596. Miller's Drug Store
ROSEMARY
 597. Rosemary Drug Company
 598. Taylor's Drug Store
ROSMAN
 599. Rosman Drug Company
ROWLAND
 600. Rowland Drug Company
 601. People's Drug Store
ROXBORO
 602. Davis Drug Company
 603. Hambriek, Austin and Thomas
 604. Roxboro Drug Co.
 605. Morriss Drug Store
RURAL HALL
 606. Rural Hall Drug Company, Inc.
RUTHERFORDTON
 607. The Robinson Company, Inc.
 608. Thompson-Watkins Company
RANLO STATION
 609. Ranlo Drug Store
RED OAK
 610. Dr. J. H. Martin
SALEMBURG
 611. Butler Drug Company
SALISBURY
 612. Carter & Trotter, Inc.
 613. Empire Drug Company, Inc.
 614. Innes Street Drug Company
 615. Main Drug Company, Inc.
 616. Peeler Drug Company
 617. Purcell Drug Company
 618. Purcell Drug Co., No. 2
 619. Tom's Drug Store, Inc.
 620. Central Drug Co. (col.)
SALUDA
 621. Saluda Pharmacy
SANFORD
 622. Acme Drug Company
 623. Crabtree Drug Company
 624. Lee Drug Company
 625. Dr. I. H. Lutterloh
 626. Phillip Boykin Drug Company, Inc.
 627. Thomas Drug Store
SCOTLAND NECK
 628. North End Drug Store
 629. J. D. Hall
 630. E. T. Whitehead Company, Inc.
SELMA
 631. E. V. Woodard, Druggist
 632. Selma Drug Company
SHALLOTTE
 633. Shallotte Drug Company
SHELBY
 634. Cleveland Drug Company
 635. Julius A. Suttle
 636. Paul Webb and Son

637. Quinn's Drug Store, No. 1
 638. Quinn's Drug Store, No. 2
 639. Sloop's Pharmacy
 SILER CITY
 640. Siler City Drug Co.
 SIMS
 641. Nichols Drug Company
 SMITHFIELD
 642. Creech's, Inc.
 643. Hood Brothers
 644. Theatre Pharmacy
 SOUTHERN PINES
 645. Broad Street Pharmacy
 646. Thrower's Pharmacy
 SOUTHPORT
 647. Leggett's Drug Store
 648. Watson's Pharmacy Company
 SPARTA
 649. B. and T. Drug Company
 SPENCER
 650. H. M. Cooke Pharmacy
 651. Rowan Drug Company
 SPINDALE
 652. Spindale Drug Company
 SPRAY
 653. Joyce Drug Company
 654. Spray Drug and Chemical Company
 SPRING HOPE
 655. Hale's Pharmacy
 656. South Side Pharmacy
 STANLEY
 657. J. W. Dellinger and Son
 SPRUCE PINE
 658. Spruce Pine Pharmacy
 659. Day's Drug Store
 STANTONSBURG
 660. Stantonburg Drug Company
 STAR
 661. Wallace Drug Store
 STATESVILLE
 662. Polk Gray Drug Co.
 663. Logan Stimson and Son.
 664. Statesville Drug Company, Inc., No. 1
 665. Purcell Drug Company
 666. Boulevard Drug Store
 STOKESDALE
 667. Powell Drug Store
 STONEY POINT
 668. Sloau Drug Company
 STOVALL
 669. R. T. Gregory
 ST. PAULS
 670. Grantham Drug Company
 671. Wiggins Drug Store
 SWANNANOA
 672. Ward's Drug Store
 SWANSBORO
 673. Hargett's Pharmacy

SYLVA
 674. Buchanan Pharmacy
 675. Hooper Drug Store
 676. Sylva Pharmacy
 TABOR
 677. Harrelson Pharmacy
 TARBORO
 678. Bryan's Pharmacy
 679. R. E. L. Cook
 680. Edgecombe Drug Company
 681. Garrett's Drug Store (col.)
 682. Lane Drug Co.
 683. E. V. Zoeller and Company
 TAYLORSVILLE
 684. Munday's Drug Store
 685. People's Drug Store
 THOMASVILLE
 686. Thomasville Drug Company
 687. Charles R. Thomas, Druggist
 688. Mann's of Thomasville, Inc.
 689. Paramount Drug Co.
 TRENTON
 690. Trenton Drug Company
 TROUTMAN
 691. Troutman Drug Co.
 TROY
 692. Troy Drug Company
 693. Moose's, Inc.
 TRYON
 694. Missildine Pharmacy
 695. Slack's Pharmacy
 VALDESE
 696. People's Drug Store
 VANCEBORO
 697. Ivey Guthrie Drug Store
 VARINA
 698. Thomas' Drug Store
 VASS
 699. Wiggins Drug Store
 WADESBORO
 700. Fox and Lyon
 701. Parsons Drug Company, Inc.
 WAGRAM
 702. Shaw and McLean
 WAKE FOREST
 703. T. E. Holding and Company, Inc.
 704. Hardwicke's Pharmacy
 WALLACE
 705. Dees Pharmacy
 WALTONSBURG
 706. Jenkins Drug Store
 WARRENTON
 707. Boyce Drug Company
 708. Hunter Drug Company, Inc.
 WARSAW
 709. Warsaw Drug Company
 WASHINGTON
 710. S. H. Reid, Prescription Druggist
 711. Hood's Drug Company
 712. Worthy and Etheridge

WAXHAW

713. Waxhaw Drug Company, Inc.

WAYNESVILLE

714. Alexander's Drug Store

715. Waynesville Pharmacy

WEAVERVILLE

716. Weaverville Drug Company

WELDON

717. Terminal Drug Store (col.)

718. Weldon Drug Company

719. Selden's Pharmacy

WENDELL

720. W. R. Nowell Drug Store

721. Wendell Drug Company

WEST ASHEVILLE

722. Bilbro's Drug Store

723. Craven Drug Store

724. West Asheville Pharmacy

725. Palace Pharmacy

726. Carolina Pharmacy

727. Malvern-Hills Drug Store

WEST DURHAM

728. Brewer's Drug Store

729. Callahan's Drug Store

730. Hillsboro Road Drug Company

731. McDonald Drug Store

WEST JEFFERSON

732. Ray Drug Company

WHITAKERS

733. Burnett's Drug Store

WHITEVILLE

734. McNeill's Drug Store

735. Guiton's Drug Store

736. Columbus Drug Store

WILLIAMSTON

737. S. R. Biggs Drug Company

738. Clark's Drug Store

739. Davis Pharmacy

WILMINGTON

740. Brooklyn Drug Company

741. J. Hicks Bunting Drug Company

742. Futrelle's Pharmacy

743. Green's Drug Store

744. Hall's Drug Store

745. Hanover Drug Company

746. Hardin's Pharmacy

747. Ideal Pharmacy (col.)

748. Jarman's Pharmacy

749. Koonce Drug Company

750. Saunders Drug Company

751. Service Drug Company

752. Southside Drug Company

753. Spear's Drug Company, No. 1

754. Standard Pharmacy

755. Pinehurst Pharmacy

756. Tom's Drug Co.

757. Miller's Drug Store

758. Greenfield Drug Co.

WILSON

759. Barnhill's Drug Store

760. Herring's Drug Store

761. Ideal Pharmacy (col.)

762. Matthews Drug Store

763. Miller's

764. Roy Moore's Drug Store, Inc., No. 1

765. Roy Moore's Drug Store, Inc., No. 2

766. Turlington and Morrison

767. Wilson Drug Company, Inc.

768. Tarkington's Pharmacy

769. Shade's Pharmacy (col.)

WINDSOR

770. Pugh's Pharmacy

771. Windsor Pharmacy Company, Inc.

WINSTON-SALEM

772. Bobbitt Drug Company, Inc.

773. Crescent Drug Company

774. Fairview Drug Company, Inc.

775. Forsyth Drug Company

776. Granville Drug Company

777. Hall's Drug Company (col.)

778. Hutchin's Drug Store

779. Hutchin's West End Drug Store

780. Liberty Drug Company

781. Neely-Hairston Drug Company (col.)

782. Nissen Drug Company, Inc.

783. E. W. O'Hanlon, Inc.

784. Owens Drug Company, Inc.

785. Patterson Drug Company

786. T. L. Streetman

787. Summit Street Pharmacy

788. Taylor Drug Company

789. Taylor's Pharmacy

790. Thompson Drug Store, No. 2, Inc.

791. United Retail Drug Store

792. Bobbitt's Pharmacy

793. Causey Drug Store

794. Thompson's Pharmacy

795. Wilson Drug Store

796. Neely-Hairston Drug Co., No. 2 (col.)

797. Walgreen Co.

798. Carolina Drug Store, Inc.

799. Allen's Modern Drug Store

800. King-Wheeler Drug Co.

801. City Drug Co.

802. Standard Drug Co.

803. Welfare's Drug Store

WOOD

804. Wood Drug Store

WOODLAND

805. Parker-Taylor Drug Company

YADKINVILLE

806. Norman's Drug Store

YANCEYVILLE

807. Yanceyville Drug Company

YOUNGSVILLE

808. Winston Blanks Drug Company, Inc.

ZEBULON

809. Citizens' Drug Company

810. Zebulon Drug Company

SUMMARY OF REGISTERED DRUG STORES

Registered Drug Stores June 1, 1931..... 816

Stores Registered since June 1, 1931..... 71

Stores Dropped for Failure to Renew	12
Stores Discontinued or Closed	65


77

Stores Registered June 1, 1932	810
--------------------------------	-----

The following (24 in number) were registered since June 1, 1932, up to September 1, 1932:

Home Drug Store	Statesville
Pembroke Drug Store	Pembroke
Nye Drug Company	Lillington
Cline's Pharmacy	Asheville
Woodland Pharmacy (col.)	Winston-Salem
Highlands Drug Store	Highlands
Franklin Drug Store	Gastonia
Rogers Drug Store	Fair Bluff
Floyd-Anderson Drug Company	Fair Bluff

Hospital Pharmacy	Durham
Carolina Pharmacy	East Durham
Knightdale Pharmacy	Knightdale
Warner Drug Company	Ellerbe
Main Street Pharmacy	Columbia
Bissette's Drug Store	Wilson
Piedmont Drug Company	Forest City
Stallings Pharmacy	Smithfield
James Pharmacy	Hillsboro
Pomona Drug Company	Pomona
Purcell Drug Company	Albemarle
Singleary's Drug Store	Winston-Salem
Clark's West End Drug Store	Winston-Salem
Driggers Drug Store	Winston-Salem
Waughtown Drug Store	Winston-Salem
Total number of Drug Stores Registered September 1, 1932	834



A Steady Flow....

A steady flow of sales is the natural result of two things: steady advertising and steady repeating power. Capudine enjoys both these factors, and has accordingly become a real profit maker in headache remedies.

CAPUDINE CHEMICAL CO.
Raleigh, N. C.

CAPUDINE

Write for our new and very striking window display and counter easels—in 8 colors, free, sent postpaid.

QUALITY

Hy-Tex Quality and Hy-Tex Policy are valuable assets to any progressive druggist.

Hy-Tex is guaranteed against deterioration for five years and is free from all imperfections and surface blemishes.

Double-Dipped and Double-Tested.

If your Jobber cannot supply you, write us direct. Samples and prices furnished on request.



HY-TEX RUBBER COMPANY

Severna Park, Maryland

Manufacturers of LATEX rubber sundries

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT
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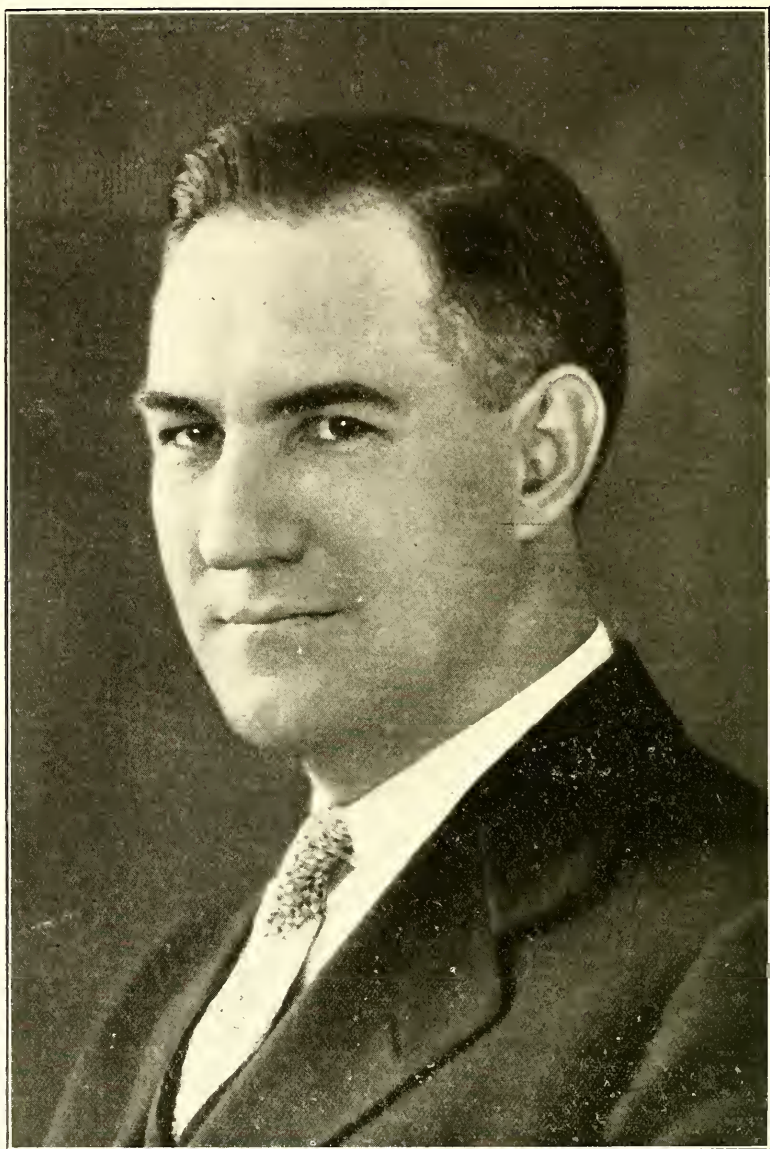
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ADVERTISEMENTS—Cover Pages 1, 2, 3, 4 and Pages I to XVII	

The 1933 meeting of the North Carolina Pharmaceutical Association will be held at
Charlotte, the time to be announced later.

The fall examinations of the North Carolina Board of Pharmacy will be held
November 15 in the Howell Hall of Pharmacy, Chapel Hill.



JOHN ALONZO GOODE, of Asheville
New elected President of the National Association of Retail Druggists

A NORTH CAROLINIAN AT THE TOP

North Carolina pharmacists will join with us in rejoicing over the election on September 30 of John A. Goode, of Asheville, as the new president of the National Association of Retail Druggists. Earnest friends and admirers of Mr. Goode the country over have felt for several years that he deserved the honor and have never lost an opportunity to advocate him as a useful and capable executive who could direct the affairs of the organization in an able manner. They too are happy to realize that his talents have been recognized and that he is now in a position to execute the policies they would like to see in operation.

Mr. Goode's election is not only a personal tribute to him but a recognition finally of this section of the country which has never before been given a National Association of Retail Druggists' presidency. We like to hope that because of this recognition pharmacists in the southeast will take a more active part in the great work that this national organization is doing.

Mr. Goode was born in Marion, N. C., on August 21, 1888. His apprenticeship began in 1905 in the drug store of the late James I. Johnson, of Raleigh. He received his license as a pharmacist in 1909 and shortly thereafter removed to Asheville. Together with D. A. Hage he organized the drug firm of Hage and Goode in that city. A few years later Mr. Goode acquired the entire stock of the business and changed the firm name to Goode's Drug Store. Because of his unquestioned business ability, his unique ideas, and his untiring energy his store became known nationally as well as sectionally and many of its saving policies have had wide adoption.

Mr. Goode was president of the North Carolina Pharmaceutical Association in 1922-23 and has held in addition several other responsible positions in the organization. He is a 32nd degree Mason, a Pythian, a member of the Methodist church, and is a voter of the Democratic ticket.

We shall terminate this article by modifying several sentences that we wrote about him some years ago because what we said then is equally appropriate today.

"Nothing has been said of the dynamic force that caused him to advance in six years from a modestly paid drug clerk to sole owner of one of North Carolina's largest and most successful drug stores, and yet this force is the dominating characteristic of the man. His tireless energy is not of the restless type but is steady and powerful. What he wants he works hard to win, and in the process despair and doubt and fear have no place. Self-made in the best sense of the term; self-believer without objectionable egotism; optimist and dreamer without the impractical quality of either, Mr. Goode is awarded the leadership of the retail druggists of the United States at a time when his frequently proved qualities of courage, energy and vision can be employed to promote and advance the interests of the largest organization of retail pharmacists in the world."

EVERY DRUGGIST SHOULD BE A DETAIL MAN

By A. COKE CECIL

President of the North Carolina Pharmaceutical Association

During the past ten years there have entered into the prescription department numberless items known as Pharmaceutical Specialties. These so called "Specialties" in most cases are only our old fashioned tinctures, fluid extracts, syrups, etc., put up in various combinations, given a fancy name and sold in many cases at exorbitant prices by certain manufacturing concerns. A good many firms doing this kind of business are old and reputable pharmaceutical manufacturers but in most cases the old concerns have been bought out by syndicates and selfish individuals who are not interested in the professional side of pharmacy, but are only concerned with their own selfish gain.

The procedure of these concerns is to put up some medicine of unquestionable merit in a fancy package, give it a fancy name, and claim some particular advantage for it that is not borne out in reality. They usually employ an ex-soda boy or some other person who has had little or in most cases absolutely no pharmaceutical or medical training, give him a sales talk with a lot of big medical words and start him out to detail the doctors.

These specialties are usually put up in original packages with the idea in mind that as soon as the doctor and druggist have sufficiently introduced them they will then put them out to the trade in the manner of all package medicines. Citrocarbonate is a glowing example of this procedure. No one would question the merit of Citrocarbonate, or question the statement that it was introduced by the doctor and druggist. However, today Citrocarbonate can be bought in nearly every department store.

There is no doubt that the pharmaceutical manufacturers with their research laboratories have done a great work in an experimental way to promote the science of medicine, and this work has cost them a great deal of money. In cases of this kind the

manufacturer is entitled to a fair return on his money, so much so that the Government recognizes his right and allows him the exclusive right to sell his trade-marked product for a period of seventeen years.

The druggist himself can go a long way in correcting this condition. In a very diplomatic way he can call the attention of the doctors who are his particular friends to the various U. S. P. preparations which are of unquestionable merit and can be supplied in nearly every case at a very small fraction of the cost of the "specialty." In these strenuous times this saving will be appreciated by the patient and will put him in a better position to pay his doctor.

This evil has been carried to a dangerous point. In one case Tincture of Digitalis put up in one ounce bottles and sold to the druggists at 45c per ounce, which means that the patient must pay at least 75c for the prescription if the druggist is allowed a profit at all. Tincture of Digitalis, U. S. P. could be supplied on this prescription for 25c, saving the patient 50c and allowing the dealer to make a legitimate profit. In another case a certain brand of Bland's pills is put up in boxes of 100 that cost the druggist from \$1.10 to \$1.50 which means that the druggist must charge from \$1.00 to \$1.25 for 50 of these pills. Bland's pills, U. S. P. plain, or with iron, quinine, strychnine, and its various other combinations, can be bought for 20c to 25c per hundred which means that the prescription could be filled for 35c to 50c for 100.

Cases of this kind are too numerous to mention and if the druggist is to maintain his last stronghold it behooves him to detail every doctor at every opportunity that presents itself with the argument that he can oftentimes supply U. S. P. preparations at great saving to the patient who will thereby be better enabled to pay his doctor for his service.

PHARMACY AS A PROFESSION

W. C. FERRELL, of Nashville*

Library of
University of Illinois
School of Pharmacy

The practice of pharmacy is as old as communities and groups of men. Some students say that it is a more ancient profession than either prostitution or priesthood. However, there is no way of determining this. Its origin, like the origin of religion and the origin of man is lost in the hoary mists of antiquity and remains forever an elusive ret, fleeing before even the most inquisitive of modern minds. Perhaps some time severing and pertinacious souls in the search for truth will bring to ground as cold as these winged mysteries fluttering out of the past. At present we must be content to say that the birth of pharmacy and the pharmacopoeia took place a long time ago on the earth; long before man began to write even his earliest records of himself. The thing we cannot doubt. Whatever may be our concept of modern pharmacy there is no mistaking that in ancient communities was distinctively professional.

When the first wild human being, bleeding to death from wounds received in a deadly encounter with some predatory prehistoric master of the forest, stopped to scrape some bark from a tree and place it over the wound to check the sickening flow of blood, he became the first pharmacist, the first physician and the first patient. The art of healing is a long and interesting story and parallels almost in detail the story of the human race. Originally the chief professions practiced by civilized men today were one. Prehistoric man's medicine and religion were interwoven. Healing and magic were inseparable twins, conceived in the same hour, born of much labor from the womb of Mother Necessity, and beginning a long race with suffering and sickness and death. Later on the surgeon of time and the developing mind of human beings performed an operation which has seemingly loosed forever the inseparable twins. When healing became separated from magic, the first twin faded strong but the second waxed strong and great. Magic and superstition dominated man's mind and man's emotion. Religion

fell prey to its vicious, limiting, paralyzing influence. It was a terrible battle but it marked the beginning of modern science. Medicine and pharmacy shook off its ugly grip first, though not with just a single struggle. It was a fight which lasted for centuries, but it was a fight in which medicine and pharmacy were to come off victorious. Religion still continues to struggle against it, although the last twenty-five years has seen it win major battles against these savage foes to progress. With the slaying of these serpents which had poisoned men's minds and deadened their souls and with the passing from the arena of human activity the last vestige of superstition and magic, will come the dawn of a new day in human history and men will have the courage to rise even to Olympian heights undreamed of.

Because civilization began somewhere in Egypt the profession of pharmacy began in Egypt. Egyptian progress is amazing even to us moderns. The heights they reached in the practice of the arts of healing is amazing but their knowledge was later buried beneath the feet of conquering armies. One thing we have documentary evidence to support is the fact that the profession of the pharmacist and the physician were distinct. With the passing of the medicine-man of the stone-age with his quaint and curious concoctions of all the vilest things that ever offended the olfactory senses of mortals; with his weird and crazy dances and droning incantations over the sick; and his belief in good spirits and bad spirits as a philosophy of disease, we find physician and pharmacist emerging in his place.

By the time the civilization of Egypt passed from the scene with the reign of that accomplished voluptuary, the beautiful Cleopatra, and laid buried with the Pharaohs. Rome had already taken up the torch, which had been passed to Greece by Egypt, and was

* This paper was presented at the 1932 meeting of the N. C. P. A.

lighting the fires of science and art in all Europe. By the sixteenth and seventeenth centuries pharmacy was well established as a profession in England as well as on the Continent, but it has been only in recent years, however, that it has come into its own.

It is a far cry from the dust-laden shelves of the musty old apothecary shops of Feudal Europe to the modern sanitary and clean shelves of the American druggist. It is a far cry also from the poly-pharmacy of the medieval apothecary who poured into his mixtures numbers and numbers of ingredients, measuring their importance by the number of the drugs used and knowing full well the impotence of his preparations to heal, to the modern pharmacist who compounds prescriptions with accuracy and care and who sends his preparation forth into the world of sickness and suffering, knowing full well their power and potency to heal, as messengers of mercy to ailing mortals.

Pharmacy above all else is a humanitarian profession. The physician prescribes and his task is done. Whether his work will be successful depends in the large upon the careful filling of his prescription. Ofttimes to him goes much of the credit for healing when in the main it was due to the efficacy of the medicine which silent and unseen was prepared by the deft and skilful hands of the pharmacist alone in the secrecy of his prescription department, carefully balancing, measuring and weighing to the smallest fraction, in order that his preparation might yield health, when the slightest mistake would mean the difference between life and death. His is the unappreciated task. Unostentatiously he goes about his work asking not the applause of the populace or the clamor of the mob. Year after year his work goes on, and finally, as always where the best in man arises, the world begins to gather. Slowly he gains the confidence and faith of his community and slowly they learn to love where once they viewed with suspicion. Where he does his duty the pharmacist asks no quarter and gives none. Where he remains true to his calling success beats a path to his door. Where he is honest and undeceiving, where he compounds

with accuracy and pride, where he uses no cheap substitutes, and where the public service becomes his goal, sooner or later mankind will pour its tributes of praise and lavish its laurel wreaths. Where he gives himself beautifully to his calling he renders a noble service to humanity.

At all hours he stands ready to minister with his art. Whether it be late at night long after his closing time he rises to prepare that which will mean life to one near death. The true pharmacist's vision and love for all people is truly great. He knows no end of sacrifice. To the poor he gives his preparations expecting no remuneration or pay. The joy of having served is pay enough.

When that tiny child tortured by disease lies hot and feverish in its crib, when the white and anguished face of the mother leans over it in pity, when the doctor has come and gone, when all has been done that can be done for its good, when the Angel of Death hovers so close that the fluttering of his wings is heard and the hearts of loved ones bleed beyond bearing, it is the arrival of a little package of mercy from the corner pharmacy that brings light where once there was darkness, that gives life again when death was near, and that restores to the loving arms of the mother the laughing face of her child whom she had thought gone forever.

In times like these the pharmacist bears his burden with the rest of suffering humanity. He likewise must show strength, courage, faith and hope. Fellow pharmacist we may well pledge together in the words of the Hippocratic Oath of old:

"With purity and with holiness I will pass my life and practice my art. . . . Whatever in connection with my professional practice or not in connection with it, I see or hear in the life of men, which ought not to be spoken of abroad, I will not divulge as reckoning that all such should be kept secret. While I continue to keep this Oath unviolated, may it be granted to me to enjoy life and the practice of art, respected by all men, in all times; But should I trespass and violate, this Oath, may the reverse be my lot."

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Good Ole' **George Clark** is back in the Florida territory for Canada Dry. George, we miss you in North Carolina. Hurry back!

—T.M.A.—

Sterling L. Hubbard, who represented Norris' Candies in North Carolina for a long time, is now sales representative in North and South Carolina for Johnston's Chocolates and soda fountain supplies. Mr. and Mrs. Hubbard recently returned from a motor trip to the home of Robert A. Johnston and Co. in Milwaukee, Wis., and Sterling says he will cover his new territory just as fast as possible calling on the many friends that Johnston has made during his eighty-four years in business. He has discontinued the other line of candies that he has been selling for the past few months.

—T.M.A.—

Mr. M. J. Leimkuhler, who sells the Pictorial Package line, was recently appointed by **President A. D. Pollard** as the chairman of the entertainment committee of the T.M.A. Enough said! We will have plenty to look forward to at the convention in Charlotte next year.

—T.M.A.—

The following "peddlers" were seen together in Crutchfield-Squires Drug Store in Greensboro not long ago: **Roy Johnston** (Tom's Toasted Peanuts), **Sterling Hubbard** (Johnston's chocolates), **J. W. Harrell** and **R. I. Cromley** (E. R. Squibb and Son),

—T.M.A.—

—T.M.A.—

Herman H. Huggins (Henry K. Wampole), and **Joe Wear** (Hudnut's). Yes, you guessed it right! That's exactly what they were doing.

—T.M.A.—

Herman H. Huggins was a recent visitor to the office of the Secretary. We enjoyed Mr. Huggins' visit very much and wish that more of the T.M.A. members would come to see us.

—T.M.A.—

Mr. D. Frank Hayes and family recently enjoyed a ten days vacation at Wilmington and Wrightsville Beach. Frank, who is associated with the Justice Drug Co., is a great fisherman, but he confided to some friends that he believed the fish down east had all gone blind as he couldn't catch them. We are willing to concede that it was all the fault of the fish.

—T.M.A.—

As we go to press word reaches us of the sudden death of **John Calvin Ferrell** at his home in Charlotte on the morning of October 17 following a heart attack. He was fifty years of age having been born in Wake County on Jan. 21, 1882. He entered the wholesale drug business on March 7, 1907 upon the organization of the Yearby Drug Co., remaining with the firm when it became the Peabody Drug Co. until the past fall. At the time of his death he was traveling for a Charlotte concern. He was for many years a member of the T.M.A. and of the N. C. P. A.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Application of New Federal Excise Taxes

In view of the existing confusion in the minds of many druggists of the State with respect to the application of the new taxes imposed by the last Congress of the United States—Revenue Act of 1932—, the writer takes this opportunity to explain the provisions of the Revenue Act imposing such taxes as directly affect druggists in the operation of their businesses. These are the manufacturer's excise taxes on soft drinks and their ingredients and on toilet goods or articles, which under the Revenue Act became effective June 21, this year.

Retail druggists must pay the manufacturer's excise taxes on the following:

(1) Finished fountain syrups such as chocolate, vanilla, root beer, etc., manufactured by them. The tax is 6 cents per gallon.

(2) "Still" drinks made and served by them at the fountain. Still drinks include uncarbonated orangeades, lemonades, and limeades. The tax is 2 cents per gallon on the finished product.

(3) Toilet articles or goods, either manufactured for them or by them, according to their own formula.

(4) Prescriptions filled by them which come under the class of toilet goods rather than medicines.

(5) Bulk toilet goods merchandise which they repackage.

Every druggist who manufactures finished fountain syrups or makes and serves still drinks is required to register with the Collector of Internal Revenue, Raleigh, N. C. The "Certificate of Registry" must be conspicuously displayed in the store. Careful records must be kept by the druggist of what he manufactures.

It is not found difficult, of course, to keep

an accurate record of finished fountain syrups manufactured, nor is it a difficult task to keep a complete record of toilet articles manufactured. However, it is next to impossible to keep such a record of the "still" drinks dispensed. The government does not lay down any particular method to be followed in keeping this record. It simply insists that the record be kept, in order that the taxpayer may determine the amount of tax due.

At least three different methods of keeping the record of still drinks are being employed by retail druggists. In my opinion either of them will suffice. Some druggists keep a record of the number of glasses of still drinks (lemonades, limeades, and orangeades) dispensed, and arrive at the number of gallons upon which the tax is 2 cents per gallon must be paid by multiplying the number of drinks dispensed by 128 (assuming of course that they are served in ten ounce containers) and dividing the total number of ounces thus obtained by 128. Others keep a record of the number of lemons, limes, and oranges used in making still drinks, and compute the number of gallons dispensed by multiplying the total number of limes, lemons, and oranges, by 128 (assuming of course that one lime, lemon, or orange, is used for each ten ounce still drink) and dividing by 128; and still others arrive at the number of gallons of still drinks dispensed from the amount of simple syrup used. For example, if two ounces of simple syrup is used in making a ten ounce lemonade, limeade, or orangeade, one gallon of simple syrup will produce 64 such drinks or 640 ounces, or 5 gallons of the finished product. Every gallon of simple syrup used by a druggist in making still drinks, therefore, would make 5 gallons of still drinks taxable at 2 cents per gallon, amounting to 10 cents. It should be borne in mind that

imple syrup as such in no event is taxable. However, it is my opinion that the number of gallons of still drinks produced at the mountain may be arrived at properly and the tax computed in the manner above outlined.

Requirements Relating to Drug Bills for Cases Covered by Workmen's Compensation Act

Following the receipt of inquiries from a number of druggists concerning the requirements of the North Carolina Industrial Commission with respect to the presentation of bills for drugs and pharmaceutical supplies furnished in connection with cases covered by the North Carolina Workmen's Compensation Act, this office immediately took up the matter with Commissioner Dorsett, asking that we be fully advised in order that his information could be passed on to the membership of the Association. In response to this request, the following letter, dated October 15, 1932, has been received.

Mr. F. O. Bowman, Attorney,
N. C. Pharmaceutical Ass'n.,
Chapel Hill, N. C.

This letter is being written at the special request of Commissioner Dorsett in order that through you the members of your Association may understand the Industrial Commission's requirements relating to the presentation of bills for drugs and pharmaceutical supplies furnished in connection with cases covered by the North Carolina Workmen's Compensation Act.

In a recent letter to the insurance companies and self-insuring employers, the Commission made it known that all bills submitted by druggists should be itemized; that is, it should be made to appear just what drugs and other articles had been furnished. We wish first to inform you that the rule has been modified to the extent that itemization of bills in the amount of \$3.00 or less will not be required. Bills in amounts in excess of \$3.00 should be itemized.

By itemization is not meant furnishing with the statement of account duplicate prescriptions. The Commission only desires such description of the articles furnished as will enable it to determine whether or not the prices charged are reasonable and in line with charges usually made by druggists throughout the State. This information may be made to appear either in the form of a memorandum on the bill or by a letter submitted with the bill.

Of course, prescription numbers should be referred to as well as the name of the prescribing physician. We believe you will appreciate why we should know that the attending physician prescribed the purchase of the drugs and supplies charged against the case and why we should, also, know just what items were furnished, as without this information it is hardly possible for the Industrial Commission to say whether a drug bill is or is not a charge to be paid by the insurance company or the self-insuring employer.

If at any time it is thought that we may be in a position to give you additional information about the procedure in the consideration of drug bills, we trust you will let us know.

Very truly yours,

John C. Root,
Chief Claims Examiner.

P.S. It may interest you to know that so often drug bills come to us including charges for medicines furnished the claimant for some condition other than that resulting from his injury or for articles furnished other members of his family. We mention this fact in order that you may all the more appreciate the necessity for the information we are asking in connection with these bills.

It is felt that the requirements as outlined in the foregoing letter by Chief Claims Examiner Root are reasonable. Obviously, the Industrial Commission must have information sufficient to enable it to pass intelligently upon claims submitted for approval. It appears the Commission had in mind making as little trouble as possible for the retail druggist when determining the requirements governing the manner in which drug bills should be submitted.

Warning—One Druggist to Others

The letter which follows recently came to this office from an Association member whose name is properly withheld, exposing the tactics of the Speagalax Medicine Company of Durham, N. C. It is self-explanatory and is passed on for the information of our readers.

"Dear Sir:—Would you mind to give me some information concerning the Speagalax Medicine Co. at Durham.

Several days ago a man claiming to represent the above came to our store and sold

(Continued on Page 103)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

Mr. R. F. Holland, of Charlotte, who recently sold the Plaza Drug Store, has opened a new pharmacy at the corner of Brevard and Eleventh Sts.

Mr. R. P. Craig, of Stanley, a graduate of the State University of the class of 1931, has accepted a position with the Plaza Drug Store in Charlotte.

The many friends of **Mr. Leo Wellhouse**, proprietor of the Central Specialty Co., of Charlotte, will regret to learn that he suffered an automobile accident in Columbia, S. C. recently and is confined to the Columbia hospital.

Carter and Trotter, Druggists, of Salisbury, owned by Messrs. Sam Carter and J. R. Trotter, have moved into a new location on the west corner of Main and Innes Sts., with complete new and up-to-date fixtures. It is one of the most modern drug stores in the State. The firm has been located at 112 N. Main Street since it was opened fourteen years ago.

Mr. W. J. Hickman, who has been representing the United Drug Co. in South Carolina for the past several years, has taken over the western North Carolina territory for the firm. He is making his headquarters at 211 Hawthorne Lane, Charlotte.

All Around the State

M. J. LEIMKUHLER, *Reporter*

Crosland's, Inc., is the name of a new drug store for Charlotte, located on the corner of 5th and Tryon Sts. **Mr. John M. Hutchinson**, formerly with Eckerd's, of Charlotte, is in charge of the prescription department. **Mr. F. D. Watkins** succeeds Mr. Hutchinson at Eckerd's.

Purcell's Drug Store, of Salisbury, has

purchased Snuggs Drug Co. in Albemarle, and the name of the pharmacy is now Purcell's Drug Store. **Mr. E. L. Kritzer**, of the Salisbury store, has been transferred to Albemarle as manager, while **Mr. Henry Snuggs** is assistant manager.

Mr. W. Lee Moose, of Albemarle, has sold his interest in the Moose Drug Co., of Troy, as well as in the Moose Drug Co., of Mount Pleasant, to his brothers, **Hoy** and **Paul**. Lee is now sole owner of the Moose Drug Co. at Albemarle.

Mr. G. O. Tripp, formerly with the King Cotton Drug Store in Greensboro, is associated with the O. Henry Drug Store at Plymouth.

Mr. W. L. Lamar, of Albemarle, is now the sole owner of the Albemarle Drug Co. at Albemarle, having recently bought out his partners.

Mr. and Mrs. Pat Glass and family of Kannapolis have returned to their home after spending several weeks at Myrtle Beach and Charleston, S. C.

Mr. E. G. Birdsong, former Commissioner of Public Safety, of Raleigh, has returned to the drug business and is now in charge of the prescription department of Parker's Inc., of Raleigh, while Mr. Parker is confined to his home following a stroke of apoplexy.

The College Pharmacy, of Davidson opened for business on October 1st. It is owned by **Dr. L. L. Sapp**, of Badin, while **Mr. W. B. Evans** is in charge of the prescription department. Mr. Evans was formerly manager of the Carolina Pharmacy of Greensboro, and **Mr. T. P. Norwood**, of Savannah, Ga., succeeds Mr. Evans at the Gate City store.

The many friends of **Mrs. H. E. Thrower** whose husband is the proprietor of Thrower's Pharmacy at Southern Pines

ill regret to learn that she has been compelled to undergo an operation at Duke hospital. She is now convalescing at her home.

Garner and Tarkenton, Inc., is the name of a new store for Wilson. The store was recently incorporated to do a general drug business with an authorized capital stock of \$25,000 and subscribed stock \$5,000 by Messrs. C. V. Garner, E. L. Tarkenton, and Wilbur Garner, all of Wilson.

Mr. N. O. McDowell has returned to his home in Scotland Neck and is back on the job in his pharmacy, Whitehead's Drug Store, after undergoing treatment at the Naval Hospital in Portsmouth, Va. We are delighted to report that he is greatly improved.

General News Items

The druggists in Charlotte are looking forward to the 1933 convention of the N. C. A. in Charlotte. They say that we may be assured that every one of them intend to make the meeting the best ever!

Mr. E. W. Oliver has purchased the bankrupt store of the West Market St. Pharmacy in Greensboro. He has made a number of improvements in the arrangement and is operating a modern and up-to-date drug store.

Mr. R. I. Dailey, better known to his staff of friends as "Speck," accompanied his family, enjoyed a delightful motor trip through the Shenandoah Valley and to Washington, D. C. recently. A reporter informs us that "Speck" says "he doesn't see any reason for the police in Washington to get so hard boiled about the one way streets, because he wasn't going but one way."

The Waightown Drug Store, of Winston-Salem, has been purchased by Mr. T. E. Lee, who has been with the Fairview Drug Co. in Winston-Salem. He has as registered druggist, Mr. Alvis Patterson.

We understand that the Granville Drug Store, of Winston-Salem, has discontinued business.

Mr. W. A. Clark, formerly of Turlington and Morrison, of Wilson, has bought Hutcheson's West End Store in Winston-Salem.

Mr. W. O. Singletary has opened a drug store at 8th and Trade Sts., Winston-Salem, known as Singletary's Drug Store.

Mr. Earl Driggers is the owner of Driggers Drug Store, a new drug store in Winston-Salem, located at Patterson St. and North West Boulevard.

Mr. John Spencer, formerly with the Peabody Drug Co., is traveling Durham territory for the Standard Pharmacy Corporation, of Baltimore, Md.

We regret to report that Mr. J. O. Cline, of Granite Falls, is still unable to work on account of illness.

Mr. P. V. Godfrey is with Godfrey and Goodman, of Charlotte, distributors for Romany Herb Products, 1501 First National Bank Bldg.

Mr. J. C. Coble, of Snow Camp, is now with the Forest City Drug Co. of Forest City. Mr. Coble graduated from the State University last June and passed the State Board examinations the following week. Mr. R. H. Temple, of Kinston, another of the 1932 graduates and new licentiates, has returned to the University and entered the School of Medicine.

Mr. B. O. Stephenson, has again taken over the management of the drug store he formerly operated in Shelby. Mr. L. L. Sloop continues with the firm which is operated as Sloop's Pharmacy. Mr. Tom Cornwell, a former student in the School of Pharmacy at the University, is also with the store.

Mr. J. S. Rudisill is operating his new drug store in Forest City as the Piedmont Drug Co.

Mr. R. B. Sawyer has resigned his position with the Home Drug Store in Greensboro to accept a position with Eckerd's in Charlotte. Mr. Walter Buchmann succeeds him at the Home Drug Store.

Mr. A. M. Hicks, of Pikeville, is with Mooneyham's Drug Store in Henrietta.

The Southern Drug Co., of Greenville, has been incorporated to manufacture, compound, sell and otherwise handle all drugs of every kind and description. The authorized capital stock is \$25,000 with \$750 subscribed for by Messrs. Curtis Perkins, J.

Vance Perkins, and W. Hill Horne, all of Greenville.

Mr. H. A. Talley has moved his drug store from Cameron to Jonesboro. It is operated as the Talley Drug Store.

Miss Rose Lazarus, of Sanford, who graduated from the State University School of Pharmacy last June, holds a position with Watts Hospital.

Mr. F. H. Hodges has sold his drug store in Blowing Rock to **Mr. C. H. Berryman**.

Mr. Bannister Anderson, High Point druggist, is now making his home in Danville, Va., where his address is 829 W. Main Street.

Mr. J. D. Brown has severed his connection with McKay's Drug Store in Durham and is now living at 109 College St., Mt. Olive.

Mr. D. H. Creech has recently formed a connection with Stallings Pharmacy in Smithfield.

Mr. W. H. Adair has severed his connection with Eckerd's Drug Store in Durham and is living at the Hotel Carolina Apartments in Winston-Salem.

North Carolinians attending the 1932 N. A. R. D. convention in Boston were **Messrs. J. A. Goode** and **N. F. Reiner**, Asheville; **C. L. Eubanks** and **F. O. Bowman**, Chapel Hill, and **P. J. Suttlemyre**, Hickory. **Mr. Eubanks** was accompanied by **Mrs. Eubanks**. The North Carolina delegation was greatly elated over the elevation of **Mr. Goode** to the presidency of the organization.

The JOURNAL desires to extend the sympathy of many friends to **Mr. M. J. Leimkuhler** in the loss of his mother, whose death occurred in Baltimore on August 17.

A letter from **Mr. Richard Watson**, formerly of Tryon, tells us that he is now making his home in Galveston, Texas, where he is connected with the U. S. Drug Store. He has been living in various Texas towns for the past two years and practicing his profession as a pharmacist.

The Hillsboro Drug Co., of Hillsboro, recently was placed in the hands of a receiver. It was bought by **Mr. C. J. James**, pharmacist for the store for several years, and is now known as James Pharmacy.

Messrs. J. T. Usher, formerly of Liggett's Drug Store in Greensboro, and **C. B. Hall** bought the Asheboro St. Pharmacy in the Gate City at a receiver's sale on September 1st. The store will be operated under its present name. **Mr. Usher** has been succeeded at Liggett's by **Mr. Palmer Caldwell**.

Mr. C. R. Edwards, of Mount Holly, is now with the Griffin Drug Co. in Kings Mountain.

Mr. H. A. Saxon, of North Wilkesboro, is located with McNairy's Drug Store in Lenoir. He succeeds **Mr. B. N. Austin**, who returns to his old position with Sloop's Pharmacy in Shelby.

Mr. J. E. Sparks, of Robersonville, who has been making his home in Hertford for the past several years, has accepted a position with the Kinston Pharmacy in Kinston.

Mr. W. B. Lyon is now with Wilson's Pharmacy in Greensboro.

Mr. C. C. Shell, of Lenoir and Waynesville, is prescriptionist for the Summers Drug Co. in Kings Mountain.

Mr. Charles Cherry, young drug clerk, of Tarboro, was severely injured in an automobile accident a few weeks ago as he was returning home from a neighboring town. In passing a truck his left arm was broken in several places when he was struck by a trailer. **Mr. Cherry** had his arm out of the window at the time. He was taken to a local hospital and the arm was immediately amputated.

The name of Derrick's Pharmacy in Charlotte has been changed to Capehart and Chandler, Inc.

Mr. Carlton Robinson, of Atlantic, who was with House's Pharmacy in Beaufort during the summer months is now with the Taylor Drug Co. in Winston-Salem, succeeding **Mr. C. S. Curry**, of Lexington, who has returned to the State University to complete his course in pharmacy.

Merchandising in Country Drug Stores

The U. S. Department of Commerce has just issued a booklet, selling at five cents each, that describes the relative importance

of the several departments in the average country store as determined by the recent St. Louis Drug Survey. A druggist may use the charts and tables in the booklet to check the performance of each of his departments to see whether or not any are falling short of average performance. A copy of the booklet may be secured by applying to the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce in Charlotte, N. C. In lots of 100 or more a discount of 25% is allowed. This may be of interest to wholesale druggists who might want to put the booklet into the hands of their retail patrons in smaller towns.

A similar publication, called "Merchandising in City Drug Stores," has also been issued by the same department and may be obtained in the same way. The price is five cents a copy.

Asheville Honors President Goode

On the evening of October 5, a banquet was tendered **President John A. Goode**, by the *Asheville Citizen* and the *Asheville Times* in honor of his election as the head of the National Association of Retail Druggists. During the progress of the banquet addresses were made by prominent Asheville citizens expressing pride in the honor that has come to Mr. Goode.

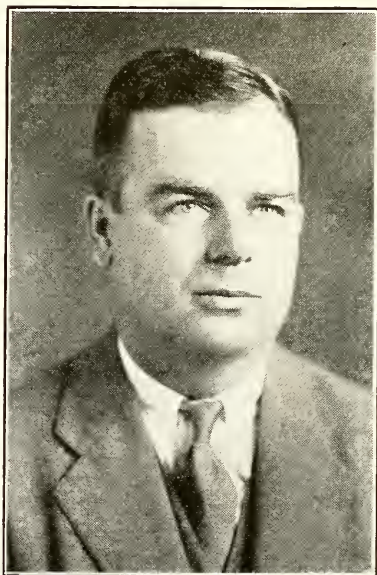
At the conclusion of the banquet a meeting of the local druggists was held and an Asheville branch of the National Association of Retail Druggists was organized. **Mr. Lloyd Jarrett**, proprietor of the Biltmore Drug Store, was elected president; and **Mr. J. J. Johnson**, of the Johnson Drug Co., was chosen secretary and treasurer. At the next meeting of the local organization a charter will be presented. Following the elections, the members discussed their joint problems, with particular reference to matters of legislative importance. The druggists also enthusiastically passed resolutions congratulating Mr. Goode upon his selection as president of the N. A. R. D. and expressing "confidence in him and the fullest expectation that he will measure up adequately to all the responsibilities of this office and will, through his administration, reflect enhanced credit upon himself and his community."

Board of Canvassers Announce Results

The Board of Tellers, of the N. C. P. A., chosen by **President A. C. Cecil**, has announced the result of the mail ballot for officers of the organization as follows: President, **J. C. Hood**, Kinston; First Vice-President, **Roger A. McDuffie**, Greensboro; Second Vice-President, **E. F. Rimmer**, Charlotte; Third Vice-President, **P. B. Bissette**, Wilson; Secretary-Treasurer, **J. G. Beard**, Chapel Hill; and Member of the Executive Committee for a Three-Year Term, **I. W. Rose**, Chapel Hill. These officers will be installed at the close of the fifty-fourth meeting of the Association to be held in Charlotte next June. The Board of Canvassers was composed of Messrs. **J. F. Hoffman**, chairman, **D. A. Dowdy** and **C. A. Ring, Jr.**, all of High Point.

U. N. C. School of Pharmacy Begins Year

The University of North Carolina began its 138th year and the School of Pharmacy



PROFESSOR M. L. JACOBS

its thirty-sixth year on September 20. Beginning this fall, the School, along with every institution holding membership in the

American Association of Colleges of Pharmacy, has abandoned the three year course, leading to the degree of Ph.G., and is offering a minimum four year course with the degree of S.B. in Pharmacy. The registration equals that of last year. Practically the entire student body claims North Carolina as home.

Leave of absence has been granted to **Professor M. L. Jacobs** for the fall quarter to pursue graduate work at the University of Maryland to enable him to carry on extensive research here for the purpose of proving the value of a number of crude drugs that are native to North Carolina.

The following have been chosen as student assistants in the pharmaceutical laboratories: **Messrs. C. S. Curry**, Lexington; **F. B. Ham**, Greensboro; **W. J. Hickman**, Fayetteville; and **H. C. McAllister**, Mount Pleasant.

The following students have been granted scholarships offered in the School of Pharmacy by friends interested in assisting worthy students: The Richardson Scholarships: **W. F. Farmer**, Spring Hope, **S. G. Clark**, Pittsboro, and **R. S. Whiteley**, Greensboro. The Council Scholarship: **N. T. Taylor**, Jackson; The Scott Drug Company Scholarship: **C. H. Cobb**, Fremont; The Justice Drug Company Scholarship: **H. E. Lovett**, Graham; and the W. H. King Drug Company Scholarship: **W. T. Glass**, Sanford.

NOTICE

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall of Pharmacy at Chapel Hill on November 15. Application for the examination should be filed with Secretary **F. W. Hancock**, Oxford, N. C. not later than ten days before the examination.

Marriages

Mr. and Mrs. Jas. Barrett Clements, of Greensboro, announce the marriage of their daughter, Katherine Page, to **Mr. Woodrow Murray Fordham** on January 2, 1932, in Chatham, Va. Announcement of the wedding was made only recently. **Mr. Fordham** is the youngest son of **Mr. and Mrs. C. C.**

Fordham, Sr., of Greensboro, and last year was a student in pharmacy at the State University.

We have just learned of the marriage of **Miss Louise Parker**, of Monroe, and **Mr. Arthur Dennis McNeill**, originally of Fair Bluff, at Union on June 17. The couple are making their home in Norwood where **Mr. McNeill** is connected with the Phillips Drug Co.

Another marriage during the summer was that of **Miss Mary Exum Rose**, of Franklin ton, and **Mr. Wilbert Lawrence Stone**, formerly of Henderson, but now of Franklinton at the latter place on June 23. **Mr. Stone** is connected with the **L. W. Henderson Pharmacy**.

Mr. and Mrs. Westbrook Lee, of Newton Grove, announce the marriage of their daughter, Hettie Naomi, to **Mr. Aurelius R. Moore**, of Wilson, on August 30. **Mr. Moore** is the proprietor of a drug store in Wilson.

Formal announcement was made on October 4 of the marriage of **Miss Melissa Louise Crouse**, of Sparta, to **Mr. Wayne Robert Richardson**, of Elkin, on August 1 at the Presbyterian manse in Hillsville, Va. **Mr. Richardson** is a graduate of the University of Tennessee and a member of the Kappa Psi fraternity. For the past year he has been prescriptionist for Choate and Browne, of Elkin.

Births

Mr. and Mrs. W. J. Adams, of Sylva, announce the birth of a daughter, **Edith Babbour**, on June 27.

A son, **Thomas Odell**, was born to **Mr. and Mrs. O. K. Richardson**, of Sylva, on June 24.

Mr. and Mrs. J. S. LeGette, of Charlotte announce the arrival of **Frances Elizabeth LeGette** on July 19.

Mr. and Mrs. J. C. Mills, of Cliffside, announce the birth of a son, **John Edward**, on July 18.

Mr. and Mrs. Joseph House, of Beaufort announce the birth of a daughter, **Letitia Ann**, on August 27.

Mr. and Mrs. C. M. Dennis, Sr., of Shelby announce the birth of a son, **C. M. Dennis, Jr.**, on September 14.

Deaths

Mr. Calvin B. Phillips, aged 44, proprietor of the Lincoln Drug Co. of Lincolnton, died at his home early on the morning of September 18 of angina pectoris following a long period of declining health. Mr. Phillips was a native of Lucama and was licensed as a pharmacist in 1910. He moved to Lincolnton twenty-six years ago and has been in the drug business there since that time. He was prominent in civic affairs and masonic circles. He was a Shriner and a member of the Lincolnton school board. He is survived by his wife and two children. Among the druggists attending the funeral were Messrs. A. B. Kunkle, proprietor of the Conover Drug Co., of Conover; Mr. Horace Yount, proprietor of the Central Drug Store, of Newton; and Mr. P. J. Suttlemyre, proprietor of the Hickory Drug Co., of Hickory.

LEGAL SECTION

(Continued from Page 97)

is 2 doz. Speagalax, with the understanding he would put circulars in every home in town

and mail to each box holder on the rural route. We paid him for the medicine. He cashed our check in ————— and that is the last we have heard of him. He delivered the medicine off his car.

We wrote the Speagalax Medicine Co. but they have not answered our letter. If you know anything about this Co. or their tactics I wish you would let me know. If this is their game I think they should have a write-up in the Journal to warn other druggists.

The man gave his name as J. A. Speagle.

Thanks for anything you can tell me concerning this matter."

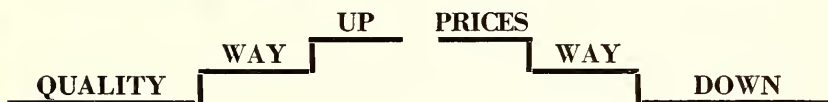
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*Covers Carolina
Consistently!*



Consistent advertising, day after day! That's the way the Capudine Chemical Company coöperates with Carolina druggists. The natural result—consistent demand for Capudine, rapid turnover, and steady profits.

**CAPUDINE CHEMICAL CO.
RALEIGH, N. C.**

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CHARLOTTE

Scott's Nose and Throat Drops 25c

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Scott's Nural-G-Lene 30c and 60c

Scott's Nuxaphen Tonic 75c

Being now extensively advertised.

Our special free offers make these the most profitable proprietaries.

Your profit is protected.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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No. 4

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, the time to be announced later.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Is Your Rent Too High?

The Journal, *Drug Topics*, is carrying on a crusade against the excessive rental rates that are being charged druggists in many sections of the country. This is still another indication of the effects that high rents are making upon the drug business. It is said that one big drug chain went into the hands of receivers mainly because of the costly leases it held on store buildings—leases that could not be broken except by what amounted to bankruptcy proceedings.

In the golden days of the late nineteen-twenties almost any rent seemed reasonable so long as the building was properly located and was in good condition. Good store sites were snapped up on long-time leases and though the percentage of sales that had to be given to the landlord for rent was high (in some cases terribly so) no one seemed to worry because everything else was high, including retail prices.

Unfortunately, however, the boom days ceased, to be followed by the present era of slump, and now an alarming number of renters whose leases have not expired are finding their rents to be out of all proportion to sales. Landlords, seemingly protected by legal agreements, are refusing in many cases voluntarily to reduce their figures in accordance with the times and the lessees find themselves on a "hot spot." (In justice to the landlords it should be said that had good times become even better they would have been held by the leases to rental figures less than their buildings would have brought if they had been free to rent.)

But people who rent are less concerned about *how* the present conditions came about than they are in what can be applied as a remedy. It is cure they want, not just diagnosis.

One big chain solved the problem by dissolving the corporation, thus terminating all

leases, and then promptly re-incorporating under a new name, offering landlords a rental price which had to be taken because no other renters were in sight, and in this way the chain markedly reduced overhead. This scheme may be legal but it certainly is not honorable. We cannot imagine an independent druggist of our acquaintance who would stoop to this sort of violation of a contract.

One druggist that we know leased a store building in 1928 for ten years at a cost then considered reasonable. For the past year his sales have slumped, his net has disappeared and he is now simply hanging on by his eye teeth to a once profitable business. A few weeks ago he called in the owner of the building, showed him his books, proved to him that he could not go on paying a rent which though fair in 1928 is too high in 1932, and the owner very generously reduced the price from fifteen hundred a year to nine hundred.

Not every landlord, of course, will be as fair minded as the one just mentioned, but they are usually business men and when they see that a satisfactory tenant will have to move or close out if his rent is not lessened it usually happens that either through fairness or business expediency the rent is reduced. The landlord in these times *does not want an empty store building on his hands*.

Jerry McQuade, of *Drug Topics*, is suggesting that druggists paying high rents go to landlords with a proposal that the rent be based on gross annual sales. Stores doing less than \$25,000 should pay not over 3 per cent. of gross (not net) sales. On a \$25,000 to \$50,000 business the figure should not be over 3½%; \$50,000 to \$75,000, 4%; \$75,000 to \$100,000, 5%; over \$100,000 no over 6%. In towns having no wholesale house the percentages should be reduced by

0.5% because of increased delivery charge. Liggett's, the largest chain in the world, faced with decreasing sales, has recently asked for lower rents.

The Owl Drug Co. (128 stores) has filed a petition in bankruptcy, citing high rents as a reason. The same thing applies to Whelan's, the third largest chain. Every one knows the story of what happened when the United Cigar Stores Co. went into bankruptcy and got lower rents thereby. The A. & P. stores were forced to ask for lower rents.

If these great corporations, using scientific accounting methods, efficient sales systems, having no charge accounts, and offering no service features, cannot pay high rents, how on earth can little fellows stay in business if they must pay pre-depression rental costs? The answer is clear—they can not. Landlords should be shown this fact.

Dues

On the eve of the coming together of the next Legislature the North Carolina Pharmaceutical Association finds itself without sufficient funds to carry on the active work that it has heretofore done and which is needed in greater amount this time. The Association income has been reduced to a dangerous point because members are behind in dues. The Treasurer has realized that business conditions are mainly responsible for dues not being paid and has not been pressing any member to pay up. The time has come, however, to set forth frankly the fact that unless a substantial sum is forthcoming from dues during December there can be no concerted, active work done at Raleigh no matter how urgent the necessity for such work. Plans for such work must be organized *before* the Legislature convenes if they are to be effective. Such plans cannot be laid if there is not enough money in sight to cover the costs involved. If everything is delayed until an emergency at Raleigh arises, it will be too late to do a good job even if money then comes in freely because of the emergency. That there will be emergencies, crises, and numerous threats of danger is not a matter of doubt but of

fact. The only doubt is in whether the fact will be realized by members owing dues in time for their payments to do much good. If these members would only pay one-half (some of them one-fourth) of their dues the Association could finance its legitimate legislative activities in an adequate way. If they do not—well, they may find themselves *forced* to pay a great deal more in the form of tax levies and compelled to take on restrictive burdens that are often thrust upon persons who offer no resistance. This is not meant to scare any one into doing anything; it is simply an effort to explain that the Association absolutely cannot do what is expected of it if it does not have funds on hand for the job. Not funds for a lobby; not funds to buy votes (even if votes *could* be bought); but money to pay for the costs that must be met when any organized group seeks in every legitimate way to protect its interests from thoughtless legislation or ill-considered revenue measures that are invariably introduced at every session of every state legislature.

This article, therefore, is an earnest plea directed to every member of the Association who owes dues asking him to send in at once as much of the dues as he possibly can. This payment will represent the premium on a policy of self-protective insurance.

One-Man Drug Stores

In Secretary Hancock's report of the Board of Pharmacy for the year ending May 31, 1932, it is noticed that of the 810 drug stores registered on that date, 652, or 80%, had only one licensed pharmacist. One hundred and thirty-eight stores, or 17%, had two pharmacists; 19, or 2.3%, had three pharmacists; and one had four pharmacists. In addition to the 810 stores manned by pharmacists, there were 54 stores conducted by physicians who were licensed to run drug stores but not permitted to fill any prescriptions except their own.

It is interesting to note that exactly the same number of drug stores (810) that were registered this year were also registered a year before. There were changes in owner-

(Continued on Page 116)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Mr. W. A. Burwell, who represents Eli Lilly and Co., has changed his address! Mail can now reach him at the Carolina Hotel, Raleigh.

—T.M.A.—

Mr. Marvin E. Murph's name was listed as "Murphy" in the T.M.A. list in the October issue of the JOURNAL. We listed his name as Murph and it was changed after the copy left the Secretary's office.

—T.M.A.—

We regret that we omitted the name of Mr. Thomas C. Reed from the list of T.M.A. members in last month's JOURNAL. Mr. Reed represents the Southern Dairies and is a T.M.A. booster.

—T.M.A.—

As this will be the last issue of the T.M.A. page for 1932 we take this opportunity of wishing you and yours a MERRY CHRISTMAS AND A HAPPY NEW YEAR. The Secretary and his assistant have enjoyed working with you during the past year and we appreciate the wonderful co-operation you have given.

—T.M.A.—

—T.M.A.—

Mr. John K. Civil, representing the Norwich Pharmacal Co., has returned from a two weeks trip to Norwich, New York. Mr. Civil again won the trip and prize as a World Beater from the company's entire sales force.

—T.M.A.—

Mrs. H. L. Barnes, wife of the famous soda fountain salesman, is rapidly recovering from a serious operation at Rex Hospital, Raleigh.

—T.M.A.—

Mr. and Mrs. Foster L. Bundy have moved from 2232 Circle Drive to 112 Cox Ave., Apt. No. 1, Raleigh.

—T.M.A.—

"Let's tighten our belts and get on our toes;
Quit "wolfing" and moaning about our woes;
Lift up our chins, unwrinkle our brow—
Forget the past and attend to the now.

Good business won't come—we've got to go get it;
The outlook will brighten if groaners will let it.
If we've nothing but sorrow to offer our trade,
Our debts will keep growing and never get paid."

—Copied.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Congress Convenes

On December 5th, the Seventy-second Congress of the United States will be in session again. During the Short Session of three months, as it has been tersely put, "its most urgent task is to bridge the chasm between revenue and expenditure", which means that a revision of the 1932 Revenue Act at this session appears certain.

Despite the many new taxes imposed at the last session of Congress in its effort to "balance the budget" for the fiscal year ending June 30, 1933, the deficit during the first four months of the present fiscal year is reported to be more than \$600,000,000, which at the same rate will run \$1,000,000,000 for this year, as against \$2,885,000,000 for the fiscal year ending June 30, last. This huge deficit has come about by the failure of the income tax and the miscellaneous special taxes to produce the revenue anticipated. In this connection, the special taxes, including the toilet articles and cosmetic tax and the tax on soft drinks and their ingredients are yielding less than one-half the amount in taxes they were estimated to produce. It is predicted, therefore, that these special excise taxes will be eliminated in the revenue revision. And, inasmuch as the Ways and Means Committee, with a Democratic Chairman, made a unanimous report in favor of a general manufacturers' sales tax at the last session of Congress, which had the backing of the Treasury Department and would have been signed by President Hoover, it is predicted, also, that a general manufacturers' sales tax will be adopted at the coming Short Session of Congress.

It is argued by some, however, that the budget may be balanced by reducing governmental expenses and by placing a tax on beer. In fact, the successful party has promised to reduce the operating expenses

of the Government one billion dollars annually. But, judging by results that have come from attempts made to cut down expenses heretofore, it will be impossible for the new administration to fulfill its campaign promise. As for the tax on beer, even if the law is amended so as to permit its manufacture and sale for beverage purposes, the greatest amount of revenue it is expected to produce is three or four hundred million dollars annually. A general manufacturers' sales tax, therefore, seems inevitable if the Federal Government is to operate with a balanced budget.

North Carolina Board of Pharmacy to Hold Special Examination

The North Carolina Board of Pharmacy will hold a Special Meeting at Chapel Hill, N. C., Tuesday, March 14, 1933 at 9 o'clock, A.M., for the examination of candidates for license to practice Pharmacy, both as Pharmacists and Assistant Pharmacists.

This Special Examination will be the last one applicants may qualify for under the Military Service Act.

For blanks and information in regard to the examination, write

F. W. Hancock, Sec'y-Treas.,
State Board of Pharmacy,
Oxford, N. C.

1933 General Assembly Convenes, January 7

Within a few weeks, January 7th, the 1933 General Assembly will convene in its Regular Bi-ennial Session. It will be faced with a deficit of approximately \$11,000,000, together with the proposition of removing the remaining 15c tax levy on real estate

now made for the state school fund, which will amount to a loss in revenue to the State of between three and four million dollars.

The Director of the Budget and the Advisory Budget Commission has been in session for several weeks now struggling with the stupendous task of providing the revenue needed for the operation expenses of the State Government, and at the same time provide in some manner for the deficit already incurred. The Budget Revenue Bill will be drafted and ready to submit to the General Assembly when it convenes.

Revocation Proceeding

WHEREAS, It appears to the North Carolina Board of Pharmacy, from the written report of F. W. Hancock, Secretary and Treasurer of said Board, that G. B. Cheek, alias Lang, a licensed pharmacist of Durham, North Carolina, was indicted in the District Court of the United States for the Eastern District of North Carolina, Durham Division, September Term, 1932, of said Court, upon Five Counts, set forth in the following Grand Jury Presentment:

IN THE DISTRICT COURT OF THE UNITED STATES FOR THE EASTERN DISTRICT OF NORTH CAROLINA.

Durham Division—September Term, 1932

In the District Court of the United States, in and for the Eastern District of North Carolina, at the September Term, thereof, 1932, Durham Division.

The Grand Jurors of the United States of America, chosen, impaneled, sworn and charged at the Term aforesaid, of the Court aforesaid, on their oaths present, that G. B. Cheek, alias Lang, whose name is to the Grand Jurors otherwise unknown, late of Durham County, in said Eastern District of North Carolina, and within the jurisdiction of said Court, on or about the 25th day of April, 1932, did unlawfully, wilfully, knowingly and feloniously sell, dispense and distribute to one, W. K. Mangum, a quantity of Morphine Sulphate, a derivative of Opium, to-wit: 38 grains, the same not being in or

from the original stamped package, in violation of Section 692 of Title 26 United States Code, and contrary to the form of the statute in such case made and provided, and against the peace and dignity of the United States.

(Similar Counts, Two, Three, Four, and Five omitted.)

W. H. FISHER,
United States Attorney.

AND, WHEREAS, It further appears from said report that the said G. B. Cheek, was tried and convicted on the counts contained in the foregoing bill of indictment at the September Term, 1932, of said Court, and that his Honor, the Hon. Isaac H. Meekins, Judge Presiding, rendered the following judgment:

On September 7, 1932, at Durham, North Carolina, judgment was entered in the above case that the defendant pay a fine of \$1,000.00, of which \$500.00 cash is to be paid at this term, and \$500.00 to be paid at the next term of criminal court, and that he be placed on probation for a period of three years.

On September 9, 1932, part fine of \$500.00 was paid by G. B. Cheek.

NOW, THEREFORE, Be it resolved by the North Carolina Board of Pharmacy:

1. That the license heretofore issued by the North Carolina Board of Pharmacy, to the said G. B. Cheek, alias Lang, be, and the same is hereby revoked, pursuant to the provisions of Section Three, Chapter Seventy-seven, of the Public Laws of 1907, as amended:

2. That a copy of this preamble and the resolutions, under the Seal of the North Carolina Board of Pharmacy be forwarded to the said G. B. Cheek.

F. W. HANCOCK,
Sec'y-Treas.,
N. C. Board of Pharmacy.

The Carolina Inn,
Chapel Hill, N. C.,
November 16, 1932.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

The Spirit of Christmas

At Christmas play and make good cheer
For Christmas comes but once a year."

Piedmont Topics

John K. Civil, *Reporter*

The Austin-Cornwell Drug Store in Shelby is replaced the Stephenson Drug Store, Messrs. B. N. Austin and G. T. Cornwell, being the new owners.

Lawing and Costner recently purchased and will operate the Lincolnton Drug Co. The pharmacy was bought from the estate of the late Mr. C. B. Phillips. We understand that Mr. E. E. Adams, formerly with the Central Drug Co., of Newton, will be manager of the store.

The Holland Drug Store, of Charlotte, was destroyed by fire on the night of November

Mr. Ralph McNeeley has accepted a position with the New Tryon Drug Store, of Charlotte.

The Whelan Drug Store, of Charlotte, closed on November 2. It is reported they will re-open in the near future.

The J. H. Kennedy Drug Store, of Gaspar, is now being operated under receivership.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. A. B. McLeod, of Raleigh, is now with Flor's Pharmacy in Winston-Salem. Mr. McLeod formerly operated a drug store in Boone.

Mr. W. F. Caudell, vice-president of the Higgins Drug Stores, has moved back to Raleigh after spending the summer atrtle Beach.

Mr. D. G. Ridenhour, of the Cochrane, Ridenhour Drug Co., of Mount Gilead, has returned from Baltimore, where he

bought his Christmas goods. Incidentally Mr. Ridenhour is the champion golfer of Montgomery county, so we know his purchases included plenty of golf equipment.

Mr. R. J. Boaz has accepted a position with the College Pharmacy, of Greensboro.

Mr. Clyde Eubanks, of Chapel Hill, received first prize in the Norwich word building contest at the booth of the Norwich Pharmacal Co. at the N.A.R.D. convention at Boston. A prize was offered each day to the druggist who could compose the most words from the sentence "Unguentine Kills Germs." Mr. Eubanks won the first day's prize.

Mr. W. P. Taylor, proprietor of the Roanoke Pharmacy Co., of Roanoke Rapids, is back at the store after a recent illness.

The Hood Drug Co., of Washington, has recently installed a new soda fountain and made other improvements in the store.

Mr. Sam H. Reid, of Washington, is back on the job following an operation at the Walter Reed Hospital.

Mr. J. A. Goepper of the New York office of the Norwich Pharmacal Co., spent a few days in North Carolina on his way back from Atlanta, Ga., where he spent the past thirty days establishing a new distributing point. This will not affect the shipments to North Carolina as they will be handled through the New York office as heretofore.

All Around the State

M. J. Leimkuhler, *Reporter*

Your reporter takes genuine pleasure in announcing the arrival of James Henry Nance, young son of Mr. and Mrs. J. S. Nance, of Charlotte. The boy was born the early part of October.

Mr. F. S. Petrea, of Greensboro, is now with the Rowan Drug Co., of Spencer.

In the recent elections **Mr. J. F. Hoffman**, popular proprietor of the Hoffman Drug Co. in High Point, was elected one of the county commissioners for Guilford county.

Mr. W. H. Adair has resigned his position with the Walgreen Drug Co., in Winston-Salem, and is now making his home in Baltimore. Friends will regret to learn that Mrs. Adair continues quite ill.

General News Items

Messrs. **E. P. Crawford**, of Lenoir, and **P. J. Suttlemyre**, of Hickory, attended the Four State Rexall Convention at the Atlanta-Biltmore Hotel in Atlanta on Oct. 18-20. Mr. Suttlemyre is president of the North Carolina Rexall Club, and his friend and classmate, **Mr. J. E. Massey**, is president of the Georgia club. The two presidents had a great time reminiscing and discussing present-day business problems.

Mr. Earl Detter, proprietor of the Highland Drug Store, of East Hickory, is able to be out again after a two weeks illness.

Christmas was celebrated hundreds of years before the depression. It will take more than "hard times" to make people give up this age-old custom. Holiday shopping has already begun. Are you ready for your share of the Christmas business?

Dr. H. M. Burlage of the State University, attended the annual meeting of the National Association of Official Agricultural Chemists, held in Washington on Oct. 31-Nov. 2. He was an associate referee on drugs, and presented a paper entitled, "The Assay of Santonin."

Mr. E. L. Bryan, one of the proprietors of the Bryan Drug Co., in Aberdeen, has severed his connection with the firm. He has not announced his plans for the future.

A disastrous fire, which broke out in the theater in the rear of the Fields building spread to and completely destroyed the entire building in which the Pittsboro Drug Co., of Pittsboro, was located, as well as several other business structures. The losses were only partly covered by insurance.

The Neuresco Chemical Co. has been incorporated with its principal office in Raleigh, to manufacture and sell all kinds of

drugs and chemicals. The authorized capital stock is \$50,000 with \$400 of stock subscribed for by **W. A. Canady** and **J. I. Canady**, of Garner and **L. E. Canady** and **Mary B. Canady**, of Columbia, S. C.

Mr. J. L. Jones, after twenty years service with Martin's Drug Store, in Canton has severed his connection with the firm in order to take over the management of the Canton Drug Co. in the same town. He recently purchased a half-interest in this latter store. He has been succeeded at Martin's by **Mr. W. D. Merriman**, for the past several months with the Myers Park Pharmacy in Charlotte.

Miss Eleanor Lea, daughter of Mr. and Mrs. L. J. Lea, of Maxton, is rapidly improving following an operation for appendicitis.

Holiday shoppers enjoy buying their gifts at stores which look "Christmasy." Expensive decorations are not necessary, but insure your store "takes on a holiday appearance."

Mr. C. M. Williamson, originally of Polkton, has purchased the interest of **Mr. C. I. Alexander** in the Laurinburg Drug Co. in Laurinburg, and is now actively connected with the firm. Mr. Williamson has been with the Gibson Drug Co., of Concord, for the past two years.

The Patterson Drug Store in Winston-Salem recently observed its ninth anniversary. Within the past few weeks the pharmacy has undergone extensive improvement.

We understand that **Mr. W. M. Fowlk** has resigned his position with the Wiggin Drug Store in Henderson.

"All over this great country of ours, from the smallest hamlet to the great metropolis preparations have been going forward to keep alive this ever-cherished Christmas spirit. Storekeepers all over the land have been bringing out holiday stocks and doing all manner of things to have their establishments take on a holiday appearance."

We were delighted to have a visit a week or so ago from **Mr. Carlton Robinson**, formerly of Beaufort, but now of Winston-Salem. Mr. Robinson is connected with the

Taylor Drug Co. and says he likes his new position fine.

Mr. and Mrs. B. F. Page, of the W. H. King Drug Co., and **Mr. and Mrs. A. F. Duckett**, of the Peabody Drug Co., enjoyed a delightful motor trip to the recent convention in White Sulphur Springs of the National Wholesale Druggists Association. Other North Carolinians attending were **Mr. P. A. Hayes**, of the Justice Drug Co., and **Mr. Bretney Smith**, of the Dr. T. C. Smith Co. Mrs. Duckett, who has an enviable reputation as a golfer, participated in the golf tournament arranged for the guests, and won one of the prizes.

On Nov. 7, **Mr. Kelly E. Bennett**, of Bryson City, gave a radio address on Swain County from station WWNC. It was one of a series of weekly broadcasts on Western North Carolina counties.

Mr. C. P. Whitford, of Washington, is now with Souders Pharmacy in Fayetteville, which is owned by H. R. Horne and Sons.

We understand that **Mr. J. B. Spiggle** has severed his connection with the Draper Pharmacy and moved to Virginia. The pharmacy has been taken over by **Mr. C. Roberson**. Mr. Roberson has closed Roberson's Pharmacy and will devote his entire time to the Draper Pharmacy.

We regret to announce that **Mr. H. C. Williams** of the Canton Drug Co. is in the Mercy Hospital in Asheville following an operation.

Crabtree's Pharmacy in East Durham was the victim of a most unusual accident the other day. A heavy truck belonging to the Wilkerson Lumber Co. and parked across the street was started with a great deal of gas. The driver had failed to observe that the truck had been left in reverse as well as with the brakes off and so it crashed across the street into the Crabtree Pharmacy demolishing the plate glass windows, double doors, etc., and causing heavy damage to the fixtures, stock, etc. Repairs were immediately begun by the lumber company.

The Farmville Drug Co. has been re-opened by the former owner and **Mr. H. M. Winders**. Mr. Winders is from Fremont, but for a number of years was with the Farmville Drug Co.

Mr. L. G. Barefoot, of Four Oaks, is now with the Thomas Drug Co. in Sanford, succeeding **Mr. C. L. Snypes**, who now holds a traveling position. Mr. Barefoot formerly operated the Corner Drug Store in Four Oaks.

Mr. F. J. Hunnicutt, of Raleigh, is with the drug store of R. Blacknall and Son in Durham, succeeding **Mr. G. B. Cheek**, who is now with the American Tobacco Co.

Mr. J. S. Ferguson, formerly with Brantley's Drug Store in Raleigh is now with Wiggins Drug Store in the Bland Hotel.

A reporter tells us that one of the most attractive drug stores in the State is the Hospital Pharmacy, diagonally across the street from Watts Hospital in Durham. It is owned by Messrs. **Spencer** and **M. H. Dukes**. Mr. Spencer, who was recently licensed in this State by reciprocity with South Carolina, is in active charge of the pharmacy, while Mr. Dukes continues as the registered druggist for the Hayes Drug Co. in Hillsboro.

We understand that **Mr. C. W. Henderson** has sold the University Pharmacy in Durham to **Mr. A. J. Dennis**, who will operate it as a soda shop in connection with the filling station he owns next door. Mr. Henderson is now with Sutton's Drug Store in Chapel Hill.

Mr. J. F. Peele, of La Grange, is traveling for the Hines Ice Cream Co., of Kinston.

Mr. C. T. Harper has opened a drug store in Zebulon under the name of C. T. Harper, Druggist.

Mr. W. H. Canady is back in North Carolina after a two years' stay in Davidson, Oklahoma, and is located in Angier with Young Bros. Drug Co. Immediately upon his return he re-entered his subscription to the CAROLINA JOURNAL OF PHARMACY.

Mr. L. M. McCombs, is now with the Phillips Drug Co. in China Grove. He was formerly with the Toms Drug Co. in Salisbury.

We understand that **Mr. J. A. Weaver** is with the Nissen Drug Co. in Winston-Salem.

The following item in eastern Carolina papers will be of interest to JOURNAL readers: "Dr. R. E. L. Cook, Tarboro druggist, feels he has a firsthand knowledge of the

Roanoke river swamp in this vicinity. Dr. Cook left here (Tarboro) for a deer hunt near Palmyra. He was taken across the Roanoke river in a boat and then struck out to walk the three miles to the club house. He soon found, however, that the lowlands were covered with water. He could not turn back as his boatman had left so he waded through water at times waist deep until he reached the club house." Tough luck seems to be pursuing Dr. Cook for on November 16 the following item appeared in State papers: "Dr. and Mrs. R. E. L. Cook were taken to a hospital suffering from minor injuries last night after their automobile collided with a truck as they were leaving Raleigh."

E. W. Farrior, Jr. Comes to N. C.

Greensboro has added to its roster of citizens, **Mr. E. W. Farrior, Jr.**, recently promoted to managership of a newly created Lilly sales district with headquarters in that city. Mr. Farrior's background fits him admirably for his new responsibilities. He is a native of Arkansas, spent his early years in Texas and Tennessee, attended school in the latter state and in Arkansas, is a registered pharmacist and ex-service man, has both managed and owned retail drug stores in Florida, and served as a laboratory assistant and superintendent in wholesale houses. His experience with the Lilly organization began in Kentucky and prior to his promotion he was serving as a special hospital representative in Indianapolis.

Board of Pharmacy Holds Meeting

The North Carolina Board of Pharmacy held its semi-annual meeting in the Howell Hall of Pharmacy on November 15-16, with every member of the Board present. The following were licensed as pharmacists: **Messrs. T. P. Webb, Jr.**, Shelby; **L. M. McCombs**, Salisbury; **T. W. Gordon**, High Point; **R. P. Craig**, Charlotte; **W. H. Creech**, Selma; **C. F. Goodwin**, Pine Level; **W. A. Andrews**, Louisburg; **E. V. Stone**, Charlotte; **R. S. Rittenbury**, Bailey; **R. A. Emanuel** (col.), Durham; and **Miss Carolyn Cox**, Winston-Salem. Three were granted licenses as assistant pharmacists: **Messrs.**

J. A. Bass, Wilson; **L. R. Burris**, China Grove; and **O. J. Phillips**, Norwood.

Miss Carolyn Cox led the Board. Miss Cox is originally from Snead's Ferry, and graduated from the State University last June. She is now with Bobbitt's Pharmacy in Winston-Salem.

Visitation Committee Goes to University

The Visitation Committee of the North Carolina Pharmaceutical Association, composed of **Messrs. W. L. Moose**, chairman, Mount Pleasant; **J. C. Brantley, Sr.**, Raleigh; **C. N. Herndon**, Greensboro; **D. A. Dowdy**, High Point; and **C. T. Council**, Durham, met in the Howell Hall of Pharmacy at the University on November 15. **President A. C. Cecil** was also present for the meeting. The day was spent inspecting the School of Pharmacy and the new four year curriculum, leading to the degree of S.B. in Pharmacy which went into effect this year. The Committee expressed itself as being highly pleased with the physical equipment and teaching methods of the School. The Committee, together with the Board of Pharmacy, which was meeting in Chapel Hill at the same time, were guests of the School of Pharmacy staff at luncheon in the Graham Memorial building. Also present at this luncheon were **President Frank P. Graham**, **Dean J. M. Bell**, **Dr. H. R. Totten**, and **Mr. B. W. Walker**, inspector for the board of pharmacy.

We Earnestly Ask You

With increasing frequency during the past few months the postal authorities have notified us that journals are undeliverable because subscribers have changed their addresses. Such notifications mean that we must send postage for the return of these journals in order to find out who the subscribers are that "are lost." The office is very anxious to maintain a correct directory of the druggists and drug stores in the State, but most of all we want every subscriber to the CAROLINA JOURNAL OF PHARMACY to receive the publication promptly each month. If you are planning to change

your address please let us know; if you know of other druggists who are moving to new locations, please advise us!

New Association Members

The JOURNAL takes pleasure in welcoming to the Association the following new members: Messrs. J. G. Abernethy, Elkin; J. C. Noble, Forest City; R. E. Cornelius, Charlotte; D. C. McCrummen, Aberdeen; J. A. Fills, Tabor; M. R. Register, Pikeville; O. H. Roberson, Draper; John W. Streetman, Marion; C. I. Webb, Lincolnton; H. J. White, Fayetteville; (Associate) N. F. Atkinson, Forest City; L. G. Crouch, Asheville; W. L. Ketchum, Jacksonville; J. L. McGill, Kings Mountain; and W. C. McNeill, Whiteville.

School of Pharmacy Notes

The Freshman class in pharmacy have elected the following officers: President, H. J. Murrell, Durham; Vice-President, H. C. Roberson, Durham; Secretary, Miss Nancy E. Eike, Concord; and Treasurer, W. T. Glass, Sanford.

The Kappa Psi fraternity announces the edging of the following pharmacy students: Messrs. P. A. Brame, North Wilkesboro; H. T. Murrell, Durham; H. C. Reaves, Sanford; O. W. Smith, Pilot Mountain; and J. W. Wilson, Prospect Hill. The fraternity also announces the initiation of Professor I. W. Rose on November 11.

Messrs. R. R. Wilkerson, of Reidsville, and D. Strain, Jr., of Fairmont, have been edged by the Phi Delta Chi fraternity.

On November 17 Messrs. C. S. Curry, of Lexington, and C. H. Cobb, of Fremont, were initiated into Rho Chi, honorary pharmaceutical fraternity.

A Real Thanksgiving

A week or so prior to Thanksgiving the Library of the School of Pharmacy at the State University received a valuable collection of periodicals, many of them bound, from the Lloyd Library in Cincinnati. The gift completed the files of many journals and filled missing links in others. The Library wishes to express its appreciation not only to the Lloyd Library but to Miss Anne

Mackay, Assistant Librarian, for her interest in assembling the collection and for the many hours of work necessary to collect the periodicals. We also wish to express our appreciation to the University of Illinois School of Pharmacy and to Merck and Co. for a collection of periodicals.

We still lack a number of journals to complete our files and we are giving below a list of them in the hope that some reader may be able to help us out:

The American Druggist: Vol. 20: 2, 3, 7-9, 12-13, 15, 17, 19 to end of vol.; Vol. 21: 2, 5, 7-10, 12; Vol. 22: 11, 12; Vol. 52: 6; Vol. 56: 4; Vols. 66-67; Vol. 68: 1-7; Vol. 75: 4.

The American Soap Journal and Perfume Gazette: Vol. 1: 1-10; Vol. 4: 11, 12; Vol. 5: No. 10; Vol. 7: 7; Vol. 9: 6-12; Vol. 10; Vol. 11: 1-2, 4-9, 11-12; Vol. 12; Vol. 13: 1-3, 5-7, 9-11; Vol. 14: 1, 2, 4-6, 8-9, 11-12; Vol. 15: 2, 3, 5, 6, 8, 9, 11, 12; Vol. 16: 1-3, 5, 6, 8, 9, 11; Vol. 17: 1-3, 6-8, 10-11; all nos. thereafter.

Proceedings of the A. Ph. A.: Vols. 1, 3, 5.

Bulletin of Pharmacy: Vols. 1-4; Vol. 5: 2-12; Vol. 6; Vol. 7: 1-9 inc.; Vol. 8: 11-12; Vol. 15: 11.

The Chemist and Druggist: Vols. 1-2; Vol. 3: 1st six months; Vol. 5: July; Vol. 6; March; Vols. 78-95; Vol. 103: No. 2386; Vol. 104: Nos. 2414, 2397.

Drug Markets: Vols. 1-24; Vols. 25-27.

Druggists Circular: Vol. 4-p. 233-36; 261-65, index; Vol. 8-p. 195-6; Vol. 10-p. 257-8; Vol. 11-p. 359-68; Vol. 13-Jan.; Vol. 64, No. 2; Vol. 65, No. 5.

Journal of Industrial and Engineering Chemistry: Vol. 1: all nos. after No. 2; Vols. 2-3; Vol. 6: No. 8; Vol. 8: No. 5; Vol. 10: No. 12; Vol. 12: No. 3; Vol. 14: Nos. 1-4; Vol. 15: No. 10; Vol. 16: Nos. 2, 4, 12; Vol. 17: Nos. 7, 9; Vol. 18: Nos. 1, 7, 8, 9; Vol. 19: No. 1; Vol. 21 to date.

Journal of the Society of Chemical Industry: Vols. 1-13; Vol. 22: No. 16; Vol. 23: No. 2; Vol. 25: No. 1; Vol. 27: No. 12; Vol. 29 to date.

E. Merck's Annual Report: Any nos. prior to 1896 and after 1901.

Merck's Archives: Any Vols. after Vol. 8.

Merck's Report: Vol. 1; Vol. 2: Nos. 1-5, 9, 11-12; Vol. 3: No. 10.

The National Druggist: Vol. 7: Nos. 14, 26; Vol. 8: Nos. 1, 3-5, 13, 20, 23; Vol. 13: No. 10; Vol. 14: No. 11; Vol. 16: No. 11; Vol. 19: No. 10, 11, index; Vols. 20-21; Vol. 34: Nos. 2, 3, 5, 7, 9, 12; Vol. 37: No. 8; Vol. 39: index; Vol. 41: No. 3; Vol. 43: Nos. 2, 3, 5; Vol. 44: No. 7; Vol. 45: Nos. 3, 6; Vol. 46: Nos. 4, 5; Vol. 47: No. 10.

Proceedings of the N. C. P. A.: 1887, 1890, 1891.

Pharmaceutical Era: Vol. 7: No. 11; Vol. 10: No. 9; Vol. 17: No. 4; Vol. 19: Nos. 4, 9; Vol. 22: No. 20; Vol. 29: No. 1; Vol. 30: Nos. 3, 20, 23; Vol. 31: Nos. 1, 5, 6, 17, 21, 23; Vol. 32: Nos. 3, 4, 6, 11, 12, 15; Vol. 33: Nos. 9-10; Vol. 34: No. 5; Vol. 36: No. 4; Vol. 40: Nos. 6, 13, 14, 16, 19, 22, 23; Vol. 42: Nos. 2, 6, 7, 12; Vol. 43: No. 10; Vol. 44: Nos. 1, 6; Vol. 46: Nos. 3, 6; Vol. 47: Nos. 8, 12.

Pharmaceutical Journal and Pharmacist: Vol. 88-9; Vols. 105-127.

Pharmazeutische Zentralhalle: Vols. 1-7; 58 to date.

Practical Druggist: Vol. 1: Nos. 4, 5; Vol. 3: Nos. 4, 6; Vol. 5: Nos. 2, 4; Vol. 6: Nos. 5, 6; Vol. 8: No. 5; Vol. 10: Nos. 3, 6; Vol. 11: Nos. 2, 6; Vol. 15: Nos. 5, 6; Vol. 16: No. 1; Vol. 18: Nos. 1, 2; Vol. 19: No. 1; Vol. 20: No. 6; Vol. 21: No. 4; Vol. 28: No. 1; Vol. 31: Nos. 2, 3, 5-7, 10-12; Vol. 32: Nos. 2, 4, 6-12; Vols. 33-38.

Southeastern Drug Journal: Vol. 1: No. 4.

Southern Pharmaceutical Journal: Vol. 3: No. 11; Vol. 5-July; Vol. 7-Jan.; Vol. 8; May; Vol. 12 Aug.; Vol. 21-Dec.; Vol. 22: Nos. 7-12; Vol. 23: Nos. 1-4.

St. Louis Druggist: Vols. 1-4.

The Western Druggist: Vols. 1-5; Vol. 6: Nos. 2, 12; Vol. 36: No. 1; Vol. 41; Vol. 42: 5, 6; Vol. 43: 1-4, 6, 8-9, 12; Vol. 44: Nos. 6, 8; Vol. 48: No. 6.

The Yearbook of Pharmacy: 1919.

We should also like to have any numbers that can be supplied of the *Archiv der Pharmazie*, *Drug Topics*, the *Drug Trade Weekly*, *Journal de Pharmacie et de*

Chimie, *Montreal Pharmaceutical Journal*, *Perfumery and Essential Oil Record*, and the *Pharmaceutical Record*.

We are also very anxious to obtain a copy of the Eighth Edition of the *United States Pharmacopoeia* (1900) as only this number is needed to complete our set.

Even if you have only one number of the periodicals listed send that. Every journal helps.

Deaths

Mr. Randall Newton Mann, well known pharmacist of High Point and president of the general manager of the Manufacturers Insurance Agency, Inc., died suddenly on the morning of October 3. He suffered a slight heart attack in the early morning, but his condition was not considered serious until just before his death. Mr. Mann was born in Siler City on July 15, 1894, the son of J. D. and Eva (Woodburn) Mann. He was educated at the High Point city schools, the Staunton Military Academy and the University of North Carolina. He was licensed as a pharmacist in 1915. For several years he was associated with his father in the drug business in High Point. On July 1, 1919 he married Miss Katherine Tate. He was a member of the Masonic order and the American Legion. During his funeral the drug stores in High Point closed out in respect to him.

EDITORIAL SECTION

(Continued from Page 107)

ship and in store names, but the total number of stores neither increased nor decreased.

The thing that interests us in this situation is the fact that eight out of every ten North Carolina drug stores have only one licensed pharmacist in charge. Is this a healthy or safe condition of affairs? Suppose we argue that every drug store should have two pharmacists employed in order that the place may never be open except with a registered clerk on duty—suppose we say this, where are the extra 652 men coming from? According to Secretary Hancock's records there are 1,099 pharmacists who are registered in North Carolina. Since 9 of these are already employed in the 0

drug stores, there are only 110 registered men legally available to give each of the 52 one-man stores another prescriptionist. Thus we see that the State would have to license 542 additional persons in order for every drug store to employ two pharmacists. Obviously this is neither practical nor, for that matter, possible. Since all of the 652 stores could not get an extra prescriptionist, even if they could afford to, it follows that the Board could not force some stores and not all to do so. It has been suggested that some clause might be added to the Pharmacy Act stipulating that stores in towns of more than 10,000 people must keep a registered pharmacist on duty every moment the store is open, but this provision could only be enacted into law on the grounds of protecting the public, and it would be hard to convince a legislator that city people should be protected and village folks be expected to look out for themselves.

To our minds the only practical thing the board could do would be to insist that when there is one man in one-man drug stores is out

that he should put up in a prominent place in the store some sort of framed notice, easily read, to the effect that the pharmacist was temporarily absent and that until his return no poisons or prescriptions could be dispensed. This would work no hardship on such a store and would serve better to protect the public.

If anything more satisfactory than this can be done, we simply do not know what it is. Can some of our readers suggest a solution?

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The Carolina Journal of Pharmacy

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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, the time to be announced later.

Special Examinations of the North Carolina Board of Pharmacy will be held March 14
in the Howell Hall of Pharmacy, Chapel Hill.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

An Emergency Exists

Almost no response met the editorial last month about the grave importance of paying dues. The situation in respect to the Association's slim balance remains unchanged, therefore.

It is perhaps natural for members to feel that every other bill they should be paid before dues. But a thought worth considering now is this: if more dues payments do not come in before the Legislature meets that *no bills of other sorts may have to be paid!* If, because the Association cannot do effective work without funds, more taxes are levied that must be paid, *nothing* else is paid, the membership will then be "out of pocket" by not paying at least a part of what they owe for dues.

It is impossible to say how much money North Carolina druggists have saved because of the legislative fight that the Association made two years ago. The amount goes into the thousands of dollars. This is a statement of fact that can easily be proved. The question arises: Can the Association do the same kind of work again this time? It can with reasonable funds; it cannot with the meagre funds now on hand. The only place where the money can come from is from dues payments.

This has to be our last word on the subject. The next issue will appear too late for an appeal to be of help. We beg you, therefore, to send the treasurer a check, even if it can only be for a fraction of what you owe.

(Signed) EXECUTIVE COMMITTEE,

N. C. PHARMACEUTICAL ASSOCIATION,

By A. C. CECIL, *President*,

J. G. BEARD, *Secretary-Treasurer*

Sales Tax Threatens

According to keen students of state affairs, the Legislature soon to convene is going to do the following things if it does nothing else:

(1) Remove all state tax on real estate. (The present ad valorem tax is fifteen cents a hundred.)

(2) Pass a sales tax of some sort.

With the ad valorem tax removed, and we predict that it will be removed by February first, and with receipts from income taxes greatly reduced because folks do not have much income nowadays, it is clear that legislators must fix upon some revenue-raising measure to provide funds that have to be provided if the public schools, insane asylums, and state institutions and depart-

ments are to remain open. Apparently corporation taxes cannot be increased enough to help much even if such increases were voted (which is doubtful). The only source left—and we are simply quoting—is either a general or a luxury sales tax.

If these students of state affairs who include in their number economists, business men, newspaper reporters, and legislators are correct in their judgment, then it seems to the JOURNAL that the druggists of the State ought to be giving very serious thought to the matter since they are going to be seriously affected by any kind of sales tax.

Naturally druggists are opposed to sales taxes, so is every one who is engaged in retailing. But if a sales tax becomes imperative and if despite every merchant's opposition some sort seems certain of being

acted into law, then it strikes us that druggists ought to get behind the one they object to least.

To our way of thinking a general sales tax that will average about one per cent. of total annual sales and apply to everything is more certain of raising sufficient necessary revenue and is less objectionable than a ten per cent. tax on so-called "luxuries." (The recent experience of the Federal Government proves this statement.) A general sales tax does not single out a particular class of retailer to bear the whole burden, as does the luxury tax, but spreads the evil thinly over all classes alike. The amount of the tax is not large enough to discourage sales or run business out of the rate or cause people to stop buying, as does the luxury tax, nor is it large enough to be a hardship for poor people. Separate sales records do not have to be kept; revenue stamps do not have to be affixed; people soon get accustomed to the small rate; and sales assistance on the part of customers does not have to be fought, conditions which do not apply when a luxury tax is in effect. Furthermore, a druggist, for example, could select certain items to bear the brunt of the tax and not touch with a tax certain highly competitive items. The State would be indifferent about which merchandise is marked up in price because of the tax and which is left unchanged. Its concern would be to get that one per cent. of annual gross sales as paid into its treasury in quarterly or semi-annual instalments. The customer would not be reminded every time he purchased an item that he was paying a tax on it, as he would with a luxury tax.

This is not a brief in favor of a sales tax of any sort—we are constitutionally opposed to this form of taxation—but it is instead an argument in favor of a *general* instead of a *limited* tax if some sort is going to be passed whether or no.

We suggest, therefore, that members of the Association write a confidential letter

to the counsel of the organization, Mr. F. O. Bowman, and set forth their views on this question. The letter might be worded in some such fashion as this:

"I ^{do} ~~do not~~ object to any form of sales tax.

"If some form of sales tax seems to you certain of passage I prefer that you use your influence to have it be a ^{general} ~~luxury~~ sales tax."

Mr. Bowman can then proceed more intelligently to carry out the wishes of the membership.

"Nuisance Taxes" Inadequate

President Hoover in his recent message to Congress declared that "Some of the older revenues and some of the revenues provided under the act passed during the last session of Congress, particularly those generally referred to as the nuisance taxes, have not been as prolific of income as had been hoped" and that "further revenue is necessary in addition to the amount of reductions in expenditures recommended." He added that "many of the manufacturers' excise taxes upon selected industries not only failed to produce satisfactory revenue, but they are in many ways unjust and discriminatory." These include particularly the 10 per cent tax on toilet articles and the heavy taxes on soft drinks and their ingredients. The President concluded as follows: "The time has come when, if the Government is to have an adequate basis of revenue to assure a balanced budget, this system of special manufacturers' excise taxes should be extended to cover practically all manufacturers at a uniform rate, except necessary food and possibly some grades of clothing." Those who favor a general manufacturers' excise tax at a low rate as a substitute for the existing discriminatory and confiscatory taxes limited to a few articles will insist upon exempting medicines.

CHAIN STORES VERSUS INDEPENDENTS*

By C. C. Seawell, of Greensboro

I have worked for chain stores and independents and I am not going to say which is the better. Bismark or Alexander Hamilton would have made splendid chain store executives. Thomas Jefferson or Andrew Jackson would have given them effective competition as independents.

The major phase of chain stores was one of the products of a kind of mass hypnotism or money madness which during and after the world war spread through the country like a virus. Men dreamed dreams of wealth and power. The devil, "Greed," got the world by the tail on a down-hill drag. There was a mighty striving—frenzy of industry—of quantity production and of buying and selling, which culminated in the collapse of real estate booms and stock markets. The spirit of this feverish activity was apparent in the chain stores when I began my schooling. There was an alertness, a snap-and-go, with a great rivalry between the different chains. There was talk of broken agreements among them and of reprisals, as well as a fine scorn for the average independent who would not clean up his store, who would not improve his service, who did not keep records or use system, and who was always "just out" of staple merchandise. I am using the past tense because since that time the cock-sureness of captains of industry and finance and of their subordinates has been knocked into a cocked hat by the general depression, and it looks like the race shall be not to the swift nor to the strong, but to the faithful.

The last paper I had the honor of reading before this Association was on systematic buying and turnover. I mention this because turnover so vitally affects price-cutting as a policy. While many independents and local chains cut prices (most of the large chains use other appeals for business besides price) the chains are such consistent cutters that "Chain Store" and "Cut-Rate Store" are almost synonymous in the public mind. There seems to be an unwritten law against paying cut-rate stores full prices. I have had customers in chain

stores say many times when full price was asked, "Why that is no cheaper than I can buy it anywhere."

The customer also wonders and asks the independent why he cannot sell at chain store prices. The usual reply is "Oh! that's cut-rate," as if the customers care what it is called so long as it saves them money. Of course, you know the chains buy merchandise less the jobbers discount. In addition, as a result of declining prices, there has been a multiplicity of price-juggling schemes such as free deals, advertising allowances, unsold goods allowances, display allowances, demonstrations allowances, transportation allowances, and so on, which go to the big fellows because their orders are large. This extra discount would seem to be taken up by depot maintenance costs, accountants, filing clerks, inventory crews, district managers, window dressers and many others. The chains sell for cash and avoid charge losses which are an ever increasing burden to independents. They seldom offer delivery service, and when they do, no provision is made for it and the service is poor. Chains carry a large assortment of variety and novelty merchandise which pay a handsome profit when the first asking price is obtained. They also get "stung" on merchandise that will not move at all.

Soda fountains and luncheonettes are paying departments in most chains, many of them doing one third of the store volume with inventories of a few hundred dollars against as many thousand dollars in drug and cigar departments. The cigar departments are also profit departments in most chains as they have a large volume of business because such complete assortments of smokers materials are carried and because of expert selling. A few of the established chains have their own goods brands in good demand and reap a splendid margin profit from these sales.

The above, however, does not entirely answer the customers question as to how to

* This paper was presented at the 1932 meeting of the N. C. P. A.

chains sell so much more cheaply. As a matter of fact the chains do not make much money on individual stores. The Harvard survey of fifty-nine chains shows an average profit of only about 1% net profit on volume. At that rate each store must do \$100,000 business annually to make \$1,000. If most of you, doing half that amount did not make more than \$83.00 a month even in these hard times, you would feel like giving up one of your automobiles. Let us say a chain owning one hundred stores only makes an average of a thousand dollars net in each store; the bills are all paid, the help, the rent, the taxes, and the stockholders have a hundred thousand dollars to divide, which is not so bad.

When the druggist-merchant took the hard years ago that a preparation which cost \$8.00 per dozen must be sold at \$1.00 each (and he would die as the ermine dies before he would take a cent less, although he would charge it to someone who did not pay him anything for it at all), and when he permitted cut-rate stores to come into his territory and undersell him until the cream of his business had been taken away, he began to look just a little bit stubborn.

Some druggists decide that they have a fixed expense of say twenty-five per cent. to do business and are easily misled into the belief that every item of merchandise sold must yield a gross margin of something more than that percentage to make a net profit possible; also that an item sold at less than 5% gross will show a net loss. Neither conclusion is necessarily correct. Hardly any two items carry the same selling expense. Your average expense rate may be 5%, but your goods or rapid turnover will carry much less handling expense than slow sellers. If you sell one item at a profit of thirty cents, and your competitor sells ten such items at a profit of fifteen cents each, you have made just thirty cents and he has made \$1.50. Almost any percentage of profit will produce net gain provided the turnover is sufficient.

When chains or independents sell merchandise as loss leaders, particularly if the item represents quality, public confidence, and good will developed by others, they become predatory price cutters. This practice has

been indulged in by nearly all chains. They were wont to call deep-cut specials "bait," and, of course, hoped to sell their profitable merchandise when customers came for the "bait."

Suggesting sales of a companion nature, calling attention to displays and special values or recommending articles of merit to interested customers when the occasion arises is good salesmanship. Intelligent selling is welcomed by the public, but everywhere is seen an increasing dislike for persistent and crude attempts at substitution. More and more customers are asking for precise information about the goods they buy. Pressure selling as practiced in many chains has engendered distrust on the part of the public. They buy the bargains and leave the profit goods behind. In the desperate attempt of the chains to hold volume at any cost, prices have declined to the point where no profit is left and a kind of general agreement for a gradual raising of prices is in vogue.

And now with some slight degree of stabilization of prices in sight a triple threat concern—the "Pine Board Store"—has appeared specializing entirely in easy selling merchandise of rapid turnover with every expense cut to the lowest and selling at prices that even the chains hesitate to meet. "He who lives by the sword must die by the sword." If "pine board" passes on "beaver board" will take its place.

Absentee ownership and many rules of conduct for employees have prevented chain stores from making friends with the public. They frankly are out to make money and make that fact a little too apparent. Stamps are sold in vending machines and patrons are forced to use the pay telephones. Although the most valuable high-priced articles are placed on open display in easy access to the shop lifter, should a customer step behind the counter for any reason the entire store personnel would register panic. In the chain with which I am most familiar there was a strict rule against a pharmacist administering emergency first-aid such as bandaging or applying an antiseptic to a minor wound.

Chain executives are, of course, aware of their handicaps and they know that live in-

(Continued on Page 130)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

We have passed another milestone in our lives. What can you recall that you did to help your fellowman? Did you do your best during 1932? Did you leave something undone? Did you add to your knowledge as to what it takes to make a better salesman? Were you an active T.M.A. member?

—T.M.A.—

Merchandise methods in the drug trade have changed considerably. Have you changed with them? The 1933 salesman who calls on the drug trade must be a service salesman. Have you prepared yourself to be of service to your customers? The time is here when you must consider the drug store owner's interest first—let other interests come afterwards.

—T.M.A.—

We regret to learn of an accident which happened to **Mr. R. E. Hunter** on November 2nd. "Gene," as he is known to his friends, is a representative of the Upjohn Company. "Gene's" wreck happened near Bessemer City and the car went down an embankment, turning over three times. "Gene," we are glad you were able to tell the story and hope you have entirely recovered from your injuries.

—T.M.A.—

—T.M.A.—

Friends of **P. A. Hayes**, President of the Justice Drug Company, Greensboro, will be interested to know that he was recently elected a member of the Board of Control of the National Wholesale Druggists' Association. P. A. was elected for a three year term at the Convention held in White Sulphur Springs, W. Va.

—T.M.A.—

The many friends and acquaintances of **E. G. McDaniel** regret to learn of his death on November 8. McDaniel (known to the traveling men as "Ebb") had been connected with W. H. King Drug Company in Raleigh for the past fourteen years. He was very popular with his trade. He is survived by his widow, formerly Miss Katie Watkins, daughter of W. W. Watkins, of Raleigh. His mother, Mrs. A. P. McDaniel and two brothers, Archie S. and G. R. McDaniel of Greensboro and a half-sister, Miss Lillian McDaniel of Greensboro, also survive.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Reminders for the Year 1933

every Retail Druggist is Required by Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1933.
2. To renew his license as a pharmacist with the State Board of Pharmacy on or before January 1, 1933. (After March 1st a penalty of \$5.00 must be paid.)
3. To keep his certificate of registration, his 1933 drug store permit, and his 1933 renewal license conspicuously displayed in the store at all times.
4. To keep three separate prescription files, namely: (a) A regular file, (b) a narcotic file, and (c) a venereal file.
5. To keep a record of all sales of "Hypnotic Drugs" dispensed at his store. (Effective March 21st, 1931; Public Laws, 1931, C. 162.)
6. To keep a Poison Register in which shall be recorded all sales of the so-called Register Poisons."
7. To keep a complete and accurate record of all sales of exempted semi-narcotic preparations classed by Federal Law as "Exempt Preparations."
8. To keep a record of all sales of proprietary remedies for venereal diseases, and make report of such sales weekly to the State Board of Health.
9. To pay to the State Commissioner of Revenue (Honorable A. J. Maxwell), Raleigh, N. C., the following privilege taxes on or before June 1, 1933, (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax, and such other privilege taxes for which he is liable.
10. To make a report to the Commissioner of Revenue within the first ten days of June, 1933, showing his gross sales for the preceding six months, December 1, 1932 to June 1, 1933, and within the first ten days of December, 1933, showing his gross sales from June 1, 1933 to December 1, 1933. For each six months' period he must pay the amount of tax due in accordance with the levy under the new Merchants License Tax Law when the report is filed. (Schedule E, Revenue Act 1931.)
11. To pay to the City or Town in which his business is located at the time fixed or the payment thereof, the following privilege taxes: (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax, and also such other privilege taxes as are legally imposed by the governing bodies of cities and towns.
12. To re-register with the U. S. Collector of Internal Revenue (Hon. Gilliam Grisom), Raleigh, N. C., on or before July 1, 1933, as a retail dealer in narcotic drugs and preparations thereof (Class 3 and Class 5); and to keep the certificate of such registration posted in his place of business at all times.
13. To renew his non-beverage alcohol permit with the Federal Prohibition Administrator, Richmond, Virginia; to obtain a permit to purchase from the Administrator each time non-beverage alcohol is purchased; and to keep an accurate record of all alcohol used. Permittees using less than five gallons of non-beverage alcohol annually are no longer required to file a monthly report, heretofore required).
14. To keep an accurate record of all finished fountain syrups, still drinks, and toilet preparations, manufactured by him, and to file a monthly return, accompanied with check or amount of tax due, with the U. S. Collector of Internal Revenue, Raleigh, N. C., on or before the last day of each month showing the transactions for the preceding month. (U. S. Revenue Act, 1932).
15. To file income tax returns and pay income taxes to both State and Federal Governments, if any is due; to pay personal and real property taxes, automobile taxes, school taxes, and such other taxes as are or may be imposed, at the time fixed by law for the payment of same.

**MAY THE YEAR 1933 BRING BOTH PROSPERITY AND
HAPPINESS TO EVERY NORTH CAROLINA DRUGGIST**

The Legislative Situation

The 1933 session of the General Assembly which convenes on Wednesday of this week, January 4th, and not the 7th the date erroneously given for its convening in this section last month, will be confronted with as many, if not more, problems to solve and situations to remedy, as any Legislature in the history of our State. Its big task, however, will be that of "balancing the State's Budget".

Assuming that the Legislature will carry out the pledge to which more than ninety per cent of the members of both the House and the Senate are committed, to remove the 15-cent ad valorem tax, now levied by the Counties for State purposes in maintaining the constitutional six-months school term, there will be added to the current operating deficit of the State government some four to six million dollars annually another four million dollars. Therefore, unless a drastic reduction is made in the State's operating expenses, together with a lopping off of many of the State's activities, neither of which is likely to be accomplished to any appreciable extent, it will be necessary for the Legislature to provide not less than eight million dollars, perhaps more, of additional revenue each year. The question is: From what source or sources is this enormous amount of additional revenue to come?

It is the opinion of many who have made a study of the financial affairs of the State that the only remaining source of taxation which will produce the revenue needed to enable the State to carry on its operations on the basis of the expenditures of the last fiscal year, or even on the basis of the present year, is a sales tax. And, there are many who predict the passage of a sales tax in some form soon after the Legislature convenes. It is certain that several sales tax bills will be submitted to the Legislature for passage. These different proposals will embody the sales tax plans that have been employed by other States, including the General Sales Tax Law of 2 per cent adopted last year by the State of Mississippi; the General Retail Sales Tax Law of 1 per cent adopted as an emergency measure for a period of six months by the State of Penn-

sylvania, and, also, the so-called Luxury Tax proposal copied after the tax plan employed by the State of South Carolina for several years. Nor, is it unlikely that a tax bill will be submitted including a retail sales tax levy together with some of the so-called luxury tax levies. In fact, it has been suggested that both will be required to produce the revenue needed.

On the other hand, there is another group who likewise have studied the fiscal affairs of the State and who hold steadfastly to the proposition that sales tax legislation is not the proper solution of the problem, maintaining that it is possible to balance the budget without the adoption of a sales tax of any kind. Necessarily, this position presupposes effecting economies and the slashing of expenditures that appear impossible of accomplishment at this time.

The position of our organization with respect to a sales tax is well known. More than once it has gone on record flatly against the adoption of either a retail sales tax or the so-called luxury tax plan. Should the Legislature, however, determine upon the sales tax method of producing the additional revenue needed, we feel that the formula adopted should apply alike to all retailers without exemption as to class or amount of business done. To that end we shall fight with all our energy. We ask for no special privileges. On the contrary we simply ask to be placed on the same basis as other retailers.

Association headquarters will be established at the Sir Walter Hotel upon the convening of the Legislature and will be maintained throughout the session. The writer will attend every legislative meeting, scrutinize every bill introduced, and will advise the druggists of the State concerning the proposals submitted affecting them. Every druggist in the State is requested to express his views upon all these propositions. A letter or telegram will be welcomed at all times.

Poole Case Not Prossed with Leave

The case against D. C. Poole, proprietor of the Clayton Pharmacy, Clayton, N. C.

(Continued on Page 130)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

All Over the State

M. J. LEIMKUHLE, *Reporter*

Saunders Drug Store of Wilmington has opened a second store with **Mr. W. M. K. Bender** in charge. The pharmacy is in the Brooklyn section of the city.

The Winstead Drug Co., of Elm City, has been purchased by **Mr. and Mrs. John L. Dixon** of that town. The store is being operated as the Dixon Drug Co. with **Mr. C. W. Bynum**, formerly with the Whelan Drug Co., of Durham, in charge. The firm has been incorporated with an authorized capital stock of \$25,000, and subscribed stock, \$1,500 by **Nellie E. Dixon, John L. Dixon** and **Ruby Braswell**, of Elm City.

Mr. E. C. Adams of the former Kennedy Drug Co., of Gastonia, has bought the store and changed the name to Kennedy's, Inc.

Friends will regret to learn of the death of **Mrs. W. H. Adair** in Baltimore on December 8. She was well known to many JOURNAL readers as her husband was connected with Eckerd's in Durham and Walgreen's in Winston-Salem up to a short time ago.

Messrs. W. R. Lane and **J. C. Godwin** have purchased the Brooklyn Drug Co. in Wilmington. A charter of incorporation has been applied for in the name of Brooklyn Pharmacy. **Mr. Lane** was formerly employed as head clerk for the Brooklyn Drug Co. while **Mr. Godwin** is in the building supply business in Wilmington. **Mr. C. R. Hargett**, of Ahsokie, formerly of Whelan's at Durham, is in charge of the prescription department.

Mr. A. P. Turnmyre has purchased the Mount Airy Drug Co. in Mount Airy changing the name to Turnmyre's Drug Store.

During the fall the Windsor Pharmacy of Windsor made extensive improvements which greatly improve the pharmacy.

Mr. J. C. Spurrier, for some time the proprietor of the Jacobs Pharmacy in Gastonia, has purchased the Durham Pharmacy in the same city and combined the two stores. The name of the new firm is the Central Drug Co. **Mr. J. E. Brison**, formerly associated with the Kennedy Drug Co., is in charge of the prescription department.

We regret to report that **Mr. John McMillan**, of Lumberton, is quite ill in the Lumberton Hospital.

News from Eastern Carolina

F. L. BUNDY, *Reporter*

Friends of **Mr. W. Prentice O'Neal**, of Belhaven, are congratulating him—the reason: a young daughter recently arrived at his home!

The reporter was in Elizabeth City the other day in the drug store of Overman and Stevenson when a colored woman came in and wanted some of "dis here electric acid." **Mr. Stevenson** supplied lactic acid and the customer went out smiling.

Mr. Wm. R. Matthews, of Wilson, recently heard from his son, "Bill," who has been with the Peoples Drug Store in Washington, D. C. for some time. "Bill" is getting on fine and sends his regards to all his North Carolina friends.

H. R. Horne and Sons, of Fayetteville, have just installed a new eighteen foot soda fountain.

Mr. C. P. Mitchell, of Burlington, was a recent visitor to the Capital City.

Mr. J. P. Barbour, recently drove down to the coast, got up early the next morning, shot the bag limit of duck and geese, and was back in Burlington for lunch. **Mr. Barbour** evidently is as good at shooting and driving as he is at rolling pills.

Mr. W. T. Andrews, of Goldsboro, has been having some fine duck shooting at his club house on New River near Jacksonville.

Mr. Al. Westbrook, who has been with Hutchinson's Drug Store at Elizabethtown for quite a while, has bought a farm two miles from town and is now a commuter.

The Executive Committee Meets

President A. C. Cecil called a meeting of the Executive Committee of the Association in Chapel Hill on the morning of December 14. The Committee discussed with concern the threatened deficit in the Association treasury and talked over at length legislative matters with which the Association will shortly be concerned. Mr. J. P. Stowe, of Charlotte, was elected Local Secretary for the 1933 meeting. The Hotel Charlotte was selected as convention headquarters and June 20-22 were fixed as the dates for the convention.

General News Items

The JOURNAL takes pleasure in welcoming into membership in the N.C.P.A. Messrs. J. C. Harris, of the West Side Pharmacy, of Durham, and J. M. Hutchinson, of Crossland's, Inc., of Charlotte.

Mr. R. S. Mills, formerly with Tainter's of Marion, is now located in Princeton, W. Va., with the Mercer Drug Store.

Dizor's Drug Store, located on the corner of Bloodworth and Lane Sts., Raleigh, was entered and robbed one night not long ago. Entrance to the store was gained through a skylight and a quantity of cigarettes and candy was found missing when clerks took an inventory of the loss. A few weeks earlier the store was entered, the robbers employing an unique method to get in. A piece of paper was pasted over a portion of the glass front door and a rock then was used in breaking the glass which was prevented by the paper from falling to the sidewalk and making a noise.

We understand the name of the Marshall Pharmacy has been changed to the Roberts Pharmacy. Mr. Hubert Roberts is the proprietor.

The JOURNAL expresses the sympathy of the many friends of Messrs. B. T. and M. P. Dawson, well known druggists of Rocky Mount in the loss of their mother, who died in her seventy-third year after a protracted illness.

The December issue of the *Southeastern Drug Journal* carries a photograph and biographical sketch of Mr. R. H. Milton, formerly a registered druggist of Albemarle, but for the past several years traveling representative in the state of Georgia for the Norwich Pharmacal Co. with headquarters in Atlanta.

Burglars took possession of the town of Whitakers on the night of December 1st and looted six of the leading business firms. Burnett's Drug Store was the heaviest loser in actual cash, \$200 being taken. The thieves entered each store by prying open the front door. The safe in the drug store was blown open and its contents rifled. Pouring a fruit preparation into a five gallon container of ice cream, the robbers made a sundae and ate heartily. Nothing like making one's self perfectly at home!

We understand that the Middlesex Drug Co. has been moved to South Rocky Mount.

The Library of the School of Pharmacy at the State University is very anxious to secure a copy of the Eighth Edition United States Pharmacopoeia (1900). We feel sure that some of the older JOURNAL readers have a copy and the Library would be most grateful for the gift of this volume. A suitable gift plate will be inscribed in the book showing the name of the donor. Won't you look around, gentle reader, and see if you can help?

Dr. E. V. Zoeller writes us that he recently paid a visit to Mr. and Mrs. R. E. L. Cook, of Tarboro, who are confined to Rex Hospital, Raleigh, following a serious automobile accident. Both of them were painfully injured, Mr. Cook having his knee cap shattered with prospects of a long period in the hospital and slow recovery after being released. Mrs. Cook had no bones broken, but ligaments and muscles were so severely stretched that she still finds it very painful to move around.

Hicks Drug Store is a new pharmacy for Goldsboro, located at the corner of Center

and Walnut Sts. **Mr. J. E. F. Hicks**, for several years a member of the firm of Hicks and Hawley, is the proprietor.

We understand that the name of the Farmville Drug Company, of Farmville, has been changed to the City Drug Store.

Dr. E. V. Zoeller has completed the re-decoration of his store and installed a new soda fountain.

Mr. John A. Goode, of Asheville, president of the National Association of Retail Druggists, has been invited to address the New York Pharmaceutical Conference, which will hold its fifth annual convention at the Hotel Pennsylvania on January 18-19.

The Wake County Board of Health on December 12 voted to permit the substitution of glasses for paper cups at drug stores and other fountain places in Wake County provided the glasses are sterilized in boiling water and exposed to dry heat of 300° Fahrenheit, and provided the paper cups used in curb service are carefully collected. In addition the ordinance requires "that all drug stores and soda fountains shall be inspected and rated by the Wake County Health Department regularly."

We understand that **Mr. R. G. Scruggs** will open a new drug store at 23 Haywood St., Asheville.

The *Hickory Daily Record* recently carried in its section, "At Helm in Hickory," a lengthy sketch and photograph of **Mr. P. J. Suttlemyre**, well known druggist, paying tribute to the part he has paid in the development of the town and to his service as a public spirited citizen.

Notes from the State University

The University acknowledges with appreciation the gift of a collection of old bottles for the museum from the drug store of Paul Webb and Son in Shelby.

The Rho Chi honorary fraternity at the University has very generously granted a loan fund from which deserving pharmacy students may secure financial help to assist them in completing their college careers. Recipients of the loan will be confined to students who have shown a high

order of scholastic application and attainment.

At a general assembly of all students in the School of Pharmacy on December 14 **Dean J. G. Beard** presented to **Mr. H. E. Whiteley**, of Greensboro, a certificate of membership in the A.Ph.A., awarded by the Rho Chi fraternity to the student in the second year class who made the highest average in his freshman year.

Marriages

Friends will be interested in learning of the marriage of Miss Annie Van Dyke and **Mr. Kelly William Huss**, both of Cherryville, at the bride's home on November 17. **Mr. Huss** attended the State University where he made an enviable record. He graduated with the degree of B.S. in Pharmacy in 1931, winning the Lehn and Fink medal. During his senior year he served as student assistant in the laboratories. He was a member of Rho Chi. Since his graduation he has been associated with the Nissen Drug Co. in Winston-Salem.

The JOURNAL takes pleasure in announcing the marriage of Miss Hazel Ray, of Elkin, and **Mr. John Alton Weaver**, of Olin, in Winston-Salem on November 2. **Mr. Weaver** graduated from the State University School of Pharmacy in 1931. He was a member of the Rho Chi fraternity. Since graduation he has been connected with the Nissen Drug Co. in Winston-Salem.

A recent wedding that came as a surprise to many friends was that of Mrs. Mary Giddens Gorsline, of Tampa, Fla., and **Mr. Jefferson Reeves**, of Waynesville. **Mr. Reeves** graduated from the State University in 1923 and since that time has been associated with his father in the drug business. His bride is a graduate of the English Classic School in Tampa as well as "The Castle" at Tarrytown-on-the-Hudson. The young couple are making their home in the Cleveland Apartments on Walnut St. in Waynesville.

Of unusual interest is the announcement of the marriage of Miss Gladys Angel and **Mr. John Grover Beard**, Dean of The School of Pharmacy at the State University, at Liberty, New York, on December 27. The ceremony took place at the home of Judge

and Mrs. Sidney F. Foster, the latter a sister of the bride, and the service was performed by Dr. Edgar Jones, rector of Christ Church, of Plymouth, Mass., and a brother-in-law of the bride. No formal invitations or announcements were issued. Mrs. Beard is a graduate of Wellesley College as well as Columbia University, and is now assistant professor of physical education at the University of North Carolina. The JOURNAL joins hundreds of friends in wishing for Dean and Mrs. Beard a long and happy wedded life.

Deaths

Mr. Haywood P. Watson, Sr., 86 years of age, and for sixty-five years a prominent druggist of Lexington and Winston-Salem, died of a heart attack at the home of his daughter, Mrs. T. C. Hinkle, on the night of November 17. Mr. Watson was a Confederate veteran of pioneer stock and commander of the Norfleet camp, U. C. V. at Winston-Salem. He was one of several traveling salesmen to sell **Dr. V. O. Thompson** the goods for his first store in Winston-Salem. He later became associated with the store after it had been taken over by **Mr. P. A. Thompson**, a son of Dr. Thompson. He was licensed as a pharmacist in 1881 and was a charter member of the N. C. P. A., retaining his membership for many years. He was in active business until about a year ago.

Mr. Niel Sifly Avinger, aged 45, well known Jacksonville, Fla., druggist, died suddenly at his home November 25, apparently from a heart attack. For several years Mr. Avinger lived in Rocky Mount where he was connected with May and Gorham. He was a native of Orangeburg, S. C., and had lived in Jacksonville for thirteen years.

CHAIN STORES VERSUS INDEPENDENTS

(Continued from Page 123)

dependents in any locality have the edge on them.

Briefly the things the chains do better are keeping stores cleaner, having better displays of merchandise and maintaining a more businesslike attitude and bearing.

Fighting dust and dirt is a constant and never ending duty in chain stores. Displays on counters and table islands are arranged rearranged, moved and shifted from one place to another. They are never left in the same place until they seem a part of the fixtures. Some stores change every show case display completely once a week. Windows are changed frequently. A fresh and attractive appearance of the store and merchandise is maintained. Customers are given the clerks undivided attention when being served. Conversation with other employees or social callers are not allowed while a clerk is waiting on a customer. Half-hearted attempts to supply customers' needs are not tolerated. These are some of the leaves independents might take from the chain store book.

POOLE CASE NOL PROSSED WITH LEAVE

(Continued from Page 126)

charged with filling a physician's prescription without license or as aid to and under the immediate supervision of a licensed pharmacist, contrary to Section 6667 of the Consolidated Statutes of North Carolina, was **Nol Prossed with Leave** on December 7, 1932 the date set for the trial, when it was brought to the attention of the Court that the defendant had sold his drug store and would not continue in the drug business.

No Tax for Selling Denatured Alcohol

Retail druggists selling denatured alcohol for use in automobiles are not required to pay a license tax as dealers in automobile accessories.

Good News for Everybody
Prices Reduced on
Norris Exquisite Candies
Atlanta, Ga.

North & South Carolina
Representative

J. B. O'BANNON

Box 224

Charlotte, N. C.

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at
Charlotte, June 20-22, Hotel Charlotte, Official Headquarters.
Special Examinations of the North Carolina Board of Pharmacy will be held March 14
in the Howell Hall of Pharmacy, Chapel Hill.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Read the Legal Section

On another page in this issue will be found a statement concerning the happenings in the Legislature that affect the drug business in this State and also a report of what the Executive and Legislative Committees of the Association decide upon as wise plans to pursue in furthering or opposing various measures that have been or will be introduced. Since this information will not be available before the Editorial Section must go to press we are unable to offer any comments or interpretation.

Sad But True

The Association is in the midst of a battle to protect the rights of its membership from thoughtless legislation that would jeopardize the commercial safety of drug stores if the measures were permitted to be passed. It is hardly an exaggeration to say that almost every day some member of the General Assembly is dissuaded from offering a bill that would in some fashion operate to the harm of pharmacy. In the very nature of things no publicity is given this sort of thing, and yet if the Association were inactive some of these measures would reach the statute books with harmful effects. Only the proposals that are actually aired in the press are known about. If everything of this sort were known about to druggists they would realize the value of paying dues, strengthening the organization, and making it of even greater usefulness. Unfortunately this publicity cannot be given, and the Association struggles along doing a fine but oftentimes an unappreciated job. There is tragic humor in the fact that some of the Association's greatest knockers are persons who contribute no dues, fail to offer personal help that would cost nothing, but who sit at home saying "Why don't those birds in the Association do something?"

All right, we'll bite: Why don't they?

Telling the Doctor About It

The Academy of Pharmacy in Cleveland, Ohio, is doing a piece of work that we wish could be duplicated by some pharmaceutical organization in North Carolina. It sends to each physician in Cleveland a well prepared brief, persuasive monthly letter that is concerned each time with a single subject that cannot help but interest any good physician. We have copies of a number of these letters before us as we write. One of them starts off like this:

"Dear Doctor ————:

"Is a prescription necessary?"

There follows about six short paragraphs that explain the advantages to the doctor of writing prescriptions instead of telling the patient to go somewhere and buy so and so. The arguments are convincing and cannot help but impress.

Another letter lists in easily readable form the comparative costs of a dozen proprietary products and the same number of equivalent U. S. P. drugs. A startling difference in the cost is shown and a single sentence suggests that the saving secured to the patient leaves the latter in a better position to pay the doctor his own bill.

One letter is devoted to the false economy of doctors who dispense their own drugs. The same letter points to the danger of buying cheap drugs from unknown manufacturers whose appeal is one of price and not of quality.

Another offers six different prescriptions for iron preparations or compounds that have been endorsed by the American Medical Association.

These are but samples of a steady stream of letters that are constantly going from the Academy to the physicians of the same territory. They are written in a purely suggestive and entirely tactful style. The stationery lists the druggists of Cleveland who a

(Continued on page 142)

The Principles of Business Practice in a Small Town Drug Store

By E. C. DANIEL, of Zebulon

(This paper was presented at the 1932 meeting of the N. C. P. A. as a part of the program of the Committee on the Principles of Business Practice. Mr. Daniel was a member of the Committee.)

The small town druggist deals always and only with individuals. He does not do business with the people of his community as a whole, but with the persons of the community as individuals. No great street crowd pushes past his door; no mob of shoppers invades his store in search of bargains. Instead, the grocer next door, the lady down the street, his friends, people whom he knows come in by ones and twos to consult him about their modest needs. Any principle of business practice which the small town drug store manager adopts is necessarily influenced by these considerations.

First of all, his relation with his customers is one of a personal nature. The small town druggist is as much a diplomat as anything else. He must always show a friendly interest and concern for the problems of his customers. They expect advice and help from him. Upon his ability to give these things rests much of his success as a salesman.

A trip to a small town drug store is somewhat in the nature of a friendly visit. So, the customer must be treated as a guest. The store must be made comfortable and inviting to him. Its facilities must be placed completely at his disposal. From the clerks the customer expects smiling courtesy and a genuine expression of friendly interest. If he is shown these special considerations upon every visit he will continue to come back.

A large proportion of a drug store's trade always comes from women. To secure and hold the patronage of women in a small town it is necessary to give them more than usual attention. It is important always to cater to their especial wants and to show particularly courteous interest in their visits. If women learn that the druggist is ready to fill special orders and to give extra service, they will patronize him frequently and heavily. Extraordinary courtesy in filling trivial orders will bring women back when

they want more expensive items. A complete stock of goods demanded by women in a clean, orderly display will influence them always to think first of the drug store.

The small town druggist must make trading in his store more or less of a habit with the townspeople. To this end he finds it profitable to encourage the children of the town to come to his store for their candy and ice cream. The children appreciate occasional gifts from the soda fountain and enjoy being shown the same consideration as older people. Once in the habit of trading in your store, they will grow up to be good customers.

In the average small town, the school plays an important part in the community life. It is important to secure the patronage of the school teachers, since they can influence their pupils to buy their school supplies from you. In addition, the very presence of the teachers in your store attracts customers, especially if they happen to be good looking. It is a good policy to encourage their visits by writing them letters upon their arrival in town, offering them your services in every possible way, inviting them to make your store their headquarters, and telling them of the advantages which trading with your store offers. A courteous welcome and a friendly offer of assistance on their first visit will bring them, or any other newcomer, back to your store frequently.

In establishing friendly relations with his clientele, it is often necessary for the small town druggist to go outside his regular line of business. Whenever possible, he should take part in community activities and offer his help in civic enterprises. Whenever and wherever he meets potential customers outside his store, he should establish himself as their friend. Small town people will trade with their friends.

Back in his store, the druggist must remember that he is dealing with a neighbor. Any word or act that sends a customer out with a smile builds up good will that will

bring that customer back for his next bottle of cough syrup or dose of calomel.

In building up and replenishing his stock, the small town druggist again has to consider the nature of his relation with his customers. From experience, he learns that there are certain products which have a ready and constant sale in the small town. These staples he must keep on hand in sufficient quantities at all times. Some of these things are out-moded remedies and items which he ordinarily would not carry. However, he finds it necessary to stock every article for which there is a demand.

Of course, this means that the store must carry a full and complete stock. Moreover, it usually means that the store must carry a number of burdensome and often unprofitable sidelines, goods which the customers expect to find in the store and which attract them there. The small town druggist is forced to carry these sidelines for the sake of retaining his customers. At the same time the buyer has to be careful not to overstock on items which move slowly but surely. He must be wary of large deals, even though they mean considerable savings in cost.

It is, further, to the advantage of the druggist doing a small volume of business to buy in small quantities in order to keep his bills paid more easily and to take all possible cash discounts. These discounts sometimes offset the losses incurred by the inability to buy large deals. It is also advantageous to buy from as small a group of jobbers as possible. It is easier to keep an accurate check on expenditures and accounts when business is transacted with only a few houses. Wholesale concerns which are favored with such a yearly volume of business from small buyers should be encouraged to give annual discounts for quantity as a reward for the preference they are given.

As a rule, the small town drug store never has more than two calls per day for any product other than the tried and tested home remedies of long standing. Stock should be turned over at least four times a year when the volume of business is small; it is impossible to do this with large orders. Consequently, the druggist finds it necessary to

buy in small lots from nearby wholesalers who can supply the demands of his customers on short notice. Except in emergency cases, small town people within easy reach of a delivery truck are willing to wait a few hours for their orders.

In summary, the small town druggist must determine the wants of his customers and endeavor to fill their orders as promptly as possible without overstocking his store.

The success with which the introduction of new products is met depends almost entirely upon the ability of the salesman to convince the individual customer of the product's value. New ideas always reach the small town some months after they are accepted in the cities. Consequently, the drug merchant has to be wary of products with which his trade is unfamiliar. His customers are usually reluctant to substitute a new product for an old one which they have found reliable. They depend almost entirely upon their druggist's recommendation. He is likely to endanger his reputation by recommending new products which are of unproven value.

Here, again, is another argument in favor of buying from nearby wholesalers: If the druggist buys a small quantity of some product which does not sell in his territory, the wholesaler is willing to take up the slow moving goods. On the other hand, if the new product sells well, the wholesaler is always near at hand to supply additional stock on short notice.

Frequently, it is possible for the druggist to introduce some novelty with considerable success. But the safest method is to supply the popular demand after the vogue has gotten fully underway. By looking out carefully for the beginnings of such vogue the druggist can often dispose rapidly of small quantities of novelty goods or new products.

In final analysis, then, the volume of sale in the small town store depends upon the druggist's relation with his customers, his ability to estimate their wants and requirements, and the establishment of a buying system to supply these wants quickly and adequately without overstocking.

Continuing, the personal relationship is

ences the small town druggist's credit and price policies. In years past, merchants in the agricultural towns of Eastern North Carolina have lost considerably by the so-called "time" system of credit to farmers. Under this system, farmers were allowed to have goods upon their promise to pay their account in the fall when they sold their produce. It is no longer safe to follow this practice. At the same time, the small town drug store finds it necessary to do a certain small amount of credit business in order to retain its customers. It is satisfactory and often desirable to extend credit for one month to reliable persons whom the druggist knows to be dependable. It is best, however, to avoid the "time" system entirely. The profits of this policy are, at present, small and the possible losses great. In some cases, some merchants who are supplying certain farmers are willing to assume the responsibility for their drug bills also. By this plan, the time merchant pays the farmer's bill with a discount each month and then collects the gross total from him in the fall. This plan involves some small loss in discounts and should not be practiced except when absolutely necessary. From his close personal contact with his customers, the small town druggist usually knows which of them can be depended upon to meet their obligations. To these people alone should he extend short-time credit, that privilege to be forfeited upon failure to pay bills regularly.

Whenever possible, the small town druggist should give his customers the benefit of savings in cost. At the same time, he should be careful not to slash his prices so radically or too hurriedly, for once a low price is established in the minds of his trade it is never forgotten. This is also an argument in favor of a one-price policy. News of a price cut allowed to one man spreads quickly to all the store's customers. A cut should never be given to one unless it can be safely extended to all. Credit customers should be made to pay for their special privileges by giving full price for every article.

Here, again, the small town druggist must use his discretion in applying his personal knowledge of his customers' demands. He

can easily determine what prices they are willing to pay and how much time they need to meet their obligations. Small town people will usually pay more attention to courteous, friendly service than they will to price. Yet they expect their friend, the druggist, to share his prosperity with them either by allowing them small discounts or by exchanging patronage with them.

At all times, the small town druggist finds it to his advantage to be on friendly terms with the doctors of the town. Upon their cooperation depends the success of his prescription department. The druggist's relation with the doctor is even more close than that with the customer. The prescription department of his store should be stocked with every item that the local doctors might call for in their prescriptions. The doctors should be given full use of every convenience and facility that the drug store affords. In every possible way, the druggist should assist the doctor in receiving calls, meeting patients, filling emergency orders, preparing prescriptions quickly, carefully and neatly, etc. The drug store should be made the doctor's field headquarters.

In his relations with his customers, the druggist should be careful not to encroach upon the doctor's business. In a small town it is frequently necessary in emergency cases for the druggist to take the place of a doctor who is far out in the country on a call. Quite often the druggist is asked by his customers, who consider him as a friend and adviser, to recommend some simple remedy. It is difficult for the druggist to avoid giving this information, but he should do so only when he does not thereby damage the business of the doctor. Only when he is sure that the customer would not or could not see the doctor should he venture to give such information.

Business in a small town can always be made more pleasant and actually more profitable by establishing friendly relations with your competitors. It is to your advantage and theirs also to be able to exchange small items on short notice, to reach agreements on credit policies, prices, working hours, holiday schedules, etc. In a small town, your competitor is also your friend and

neighbor. The people of the community will notice and appreciate your efforts to keep on friendly terms with him. In this regard also, the personal relationship plays an important part in your business.

In order to carry out the policy of personal relations above outlined it is essential that the druggist have the coöperation of his sales force. He must be sure that his salesmen are in complete sympathy with his program and are willing to carry it out. Frequent talks with them are exceedingly worthwhile in encouraging their help in making the store attractive, in determining the needs of the customers, in giving courteous, efficient service, in keeping the stock in order, in building up friendships with the doctors, and in establishing satisfactory contacts with one's competitors. On these matters, the advice of the manager's helpers is always valuable.

In conclusion, the small town druggist's problems are purely personal ones, depending upon his relations with his customers, his doctors, his competitors, and his clerks. He is more than a mere dispenser of drugs and sundries; he is more than a professional man; he is nothing less than a student of human nature; and, if he makes any money, he may be considered a genius. Yet, he should also be an astute and careful business man. The usual nature and size of his business demands that he make every sale pay a profit if he is to be successful. He must, without fail, keep a watchful eye on every department and every piece of stock in his store. In these times, he must cut down his overhead to the absolute minimum.

Even though his business depends largely upon personal relationships, he must still be as careful in conducting his business as is the druggist in the city. In fact, so much of his business depends upon attention to trivial details that he cannot afford to overlook anything that might endanger his sales. He must be constantly on the look-out for any feature of his merchandising policy, any defect in the appearance of his store, or any error on the part of his sales force that might lose him customers by the dozen. At

the same time, he must be quick to adopt any new plan or policy, to stock any new product, and to inaugurate any new service that will keep the patronage of his old customers and attract new ones to his store.

The most common failing of a small town drug store manager is to become so engrossed in his leisurely, neighborly fashion of doing business that he forgets that he is actually engaged in a hard dollars-and-cents contest to make profits exceed costs and to minimize losses. To avoid careless mistakes and sloppiness in the conduct of his business the druggist should employ an orderly, regular and comprehensive system of auditing and inventorying his resources and his stock. Only by such a system can he avoid the pitfalls of slipshod management.

The principles of business practice above set forth are the conclusions reached from over twenty-five years' experience, a period of years which began with hard times and saw the coming and going of prosperity into hard times again, in a town of 1000 people more or less. Having seen both sides of the picture, the author writes neither optimistically or pessimistically of his problems, but simply records the results of an experience which has been both bitter and sweet.

Officers-Elect of the A. Ph. A.

The Board of Canvassers of the American Pharmaceutical Association, composed of Messrs. W. Paul Briggs, chairman, and Morris Goldstein, of Washington, D. C., and Walter S. Nicklin, of Alexandria, Va., have announced as the result of the mail ballot for officers of the Association the election of the following: President, Robert L. Swan, Baltimore, Md.; First Vice-President, Robert P. Fischelis, Trenton, N. J.; Second Vice-President, John C. Krantz, Jr., Baltimore, Md.; Members of the Council (for three years), W. D. Adams, Forney, Texas; H. V. Army, New York City; and H. Christensen, Chicago, Ill. These officers will be installed at the next annual meeting of the Association which will be held in the Hotel Loraine, Madison, Wisconsin, during the week of August 28-September 2, 1933.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Your T.M.A. dues for 1933 are now due. Please mail your check for \$10.00 to the Secretary and let's get started right.

—T.M.A.—

Mr. Sterling Hubbard attended the Johnston Candy Sales Convention held in the Hotel Sinton in Cincinnati the first of the year.

—T.M.A.—

"There are buyers who are slowing up the return of better business. There were stores whose Christmas sales fell off because they had no stock.

There were buyers who were disappointed and children whose Christmas was spoiled by a narrow, short-sighted policy of the buyers or merchandise managers of many great stores.

"They must buy what we have. We will not buy new stock." That was the policy that many adopted—and they suffered because of that policy.

Customers came—looked at shop-worn articles and bare shelves and took their money away with them.

One buyer is known to have said to a salesman—"We have taken a licking this year and we are going to take all of it at once. We will buy nothing."

Should the man with failing eyes: "One eye is gone. I will do nothing to protect the other?" Should a man with an injured foot say: "I will do nothing to save the leg?"

Business is returning. The merchandisers must be ready to meet it. They must, at least, do nothing to check it. When a man or woman enters a store they come to make a purchase. If they carry nothing away with them, the store has lost money.

—T.M.A.—

—T.M.A.—

The buyer who does not prepare for the customer by showing fresh, clean merchandise is a danger to the entire country. The buying public first see and then be sold. It will no longer pay for promises.

When a salesman enters a business office he has more in mind than merely selling merchandise. He knows the needs of the establishment and wishes to supply that need.

The buyer will do well to consult with his real friend, the salesman, and let him tell his story.

Business cannot return until buying returns. Buying cannot return until the merchant offers what his customers desire. The customers will not buy today what they refused to buy last year. It is not merely money that they desire to spend. They are seeking to buy satisfaction and that can only be had in fresh merchandise. Don't stand in the way of progress. Give the salesman a hearing and the customers a chance."—Copied.

—T.M.A.—

The Norwich Pharmacal Co. held its semi-annual sales and advertising meeting at the Hotel Charlotte on January 6. The Whitman Candy Co. convention was held there at the same time. It is generally understood that "Dewy" Pollard is the shiek of the Whitman sales force, but the whole crowd are a good looking bunch.

—T.M.A.—

The many friends of Zeb Moore, who represents the Scott Drug Company of Charlotte, will regret to learn that he has been confined to his home with influenza for several weeks. Zeb, we hope you will be entirely well by the time you receive this copy of the JOURNAL.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Budget Revenue Bill of 1933

The Budget Revenue Bill of 1933—A Bill to be entitled An Act to Raise Revenue—prepared by the Director of the Budget and the Advisory Budget Commission, was submitted to the General Assembly on Monday evening, January 16, almost two weeks after the convening of this body. Contrary to what was expected by representatives of many of the interests affected, the proposed bill recommends increase after increase, ranging from 20 per cent to 400 per cent, in a large number of the sections imposing license or privilege taxes particularly. The increases proposed in the list of Schedule B license taxes is estimated to yield between one and one-half to two million dollars in additional taxes, which will have to be paid by the druggists and other merchants of the State should they be adopted as submitted.

Among other increases proposed and the one most vitally affecting our members is the proposal increasing the Merchants License Tax four hundred per cent. Section 164 of Schedule B, Revenue Act of 1933, levying the Merchants License Tax, changes materially the brackets in the mercantile tax which appeared in the 1931 Revenue Act, and increases the rate of tax of one-tenth of one per cent on gross sales of retail merchants to four-tenths of one per cent.

Although called a license tax, it is purely and simply a retail sales tax, and, in addition, is one that must be paid by the retail merchants of the State, since it is impossible to pass on to the consumer a four-tenths of one per cent tax.

Sub-section (f) of Section 164 of the proposed Act showing both the changes in the brackets and the tax rates proposed, follows:

(f) Tax Imposed.

The privilege or license tax imposed by this section shall be at the following rate for each six months or half-yearly period:

When the total gross wholesale sales of such merchant for the preceding six months or half-yearly period at each place where such business has been carried on has been

Under \$20,000	\$ 8.
\$ 20,000 to \$ 30,000.....	12.
30,000 to 40,000.....	16.
40,000 to 50,000.....	20.
50,000 to 60,000.....	24.
60,000 to 70,000.....	28.
70,000 to 80,000.....	32.
80,000 to 90,000.....	36.
90,000 to 100,000.....	40.
100,000 to 110,000.....	44.
110,000 to 120,000.....	48.
120,000 to 130,000.....	52.
130,000 to 140,000.....	56.

And at the rate of 1/25 of one per cent for each additional \$10,000 in gross sales each major fraction thereof.

(It will be noted that the tax rate in the preceding provision which has to do with wholesale sales has been increased but little compared with the 400 per cent increase with respect to retail sales as shown in the provision next following).

When the total gross retail sales of such merchant for the preceding six months or half-yearly period at each place where such business has been carried on has been:

Under \$1,250	\$ 5
\$ 1,250 to \$ 2,500.....	10
2,500 to 5,000.....	20
5,000 to 7,500.....	30
7,500 to 10,000.....	40
10,000 to 12,500.....	50
12,500 to 15,000.....	60
15,000 to 17,500.....	70
17,500 to 20,000.....	80
20,000 to 22,500.....	90

22,500 to	25,000.....	\$100.00
25,000 to	27,500.....	110.00
27,500 to	30,000.....	120.00
30,000 to	32,500.....	130.00
32,500 to	35,000.....	140.00
35,000 to	37,500.....	150.00
37,500 to	40,000.....	160.00
40,000 to	42,500.....	170.00
42,500 to	45,000.....	180.00
45,000 to	50,000.....	200.00

Sales Tax Bills Pending

Thus far in the Legislative Session—the sixteenth legislative day—two sales tax bills only have been submitted to the Legislature, Senate Bill No. 4, introduced by Senator Clement of Salisbury, and Senate Bill No. 86, introduced by Senator Hinsdale of Raleigh.

The Clement Bill is a manufacturers' sales tax or production tax proposal. It would levy a tax of one-half of one per cent on all manufactured or fabricated products of every description, including business of utilities and public-service corporations, insurance, banks, newspapers, exempting products sold to the Government, taxes, building and loan and certain non-sharing societies, retail merchants, and the sum of \$1,800.00 annually, and is estimated to yield from eight to ten million dollars in revenue annually.

The Hinsdale Bill is a selected commodity tax measure, known as the Luxury Tax Bill, which comprises practically the same articles and at the same rates as the luxury tax bill submitted at the 1931 Legislature. This bill would place a tax of either 10 or 20 per cent on the following articles: manufactured tobacco products, playing cards, candy, gun shells, admissions, soft drinks, and cosmetics, and automotive vehicles and trailers at lower rates, all of which were in the 1931 bill which passed the House and failed by one vote to pass the Senate. Sugar is taxed at one cent per pound, and malt liquors having as much as 1 1-2 alcoholic content would bear a tax of 50 cents for each gallon in containers, and in bottles the tax would be one cent for each five cents or fractional part of selling price. It is estimated by the author of the bill that it would yield \$8,000,000 in revenue annually.

Both of these measures are now before the Finance Committee. Other sales tax proposals will no doubt be submitted. Hearings will be had and you will be notified. Your representatives at Raleigh and the officers of the Association are watching every development and will advise you when to act.

And at the rate of four-tenths of one per cent for each additional \$5,000 in gross sales or each major fraction thereof.

In this connection, except for one or two minor changes, the remaining ten or more sub-sections of the bill which deal with definitions, administrative provisions, etc., are identical with the same provisions of the 1931 Revenue Act.

Section 144 of the proposed Revenue Bill imposing the tax on soda fountain operators carries the same schedule of taxes as provided in the 1931 Revenue Act. Efforts have been made to get this section rewritten changing the present graduated tax based on population, either to a tax upon the number of carbonated draft arms used at each fountain or basing the amount of tax to be paid on the gross business done. There was some intimation that one of these methods would be substituted for the present schedule of taxes. Instead, however, the section remains the same, and it is recommended that the rates be increased as much as 20 per cent. A hearing has been arranged and we hope to secure a tax on soda fountains more equitable than the one now employed.

Section 162 of the proposed Revenue Bill doubles the tax upon chain stores. The Revenue Act of 1931 imposed a tax of \$50.00 per store in excess of one, while the proposed bill imposes a tax of \$100.00 on each store in excess of one.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

News from Eastern Carolina

F. L. BUNDY, *Reporter*

Mr. C. M. Andrews, of Burlington, is confined to Rainey Hospital, with a broken leg and shoulder as a result of being run over by an automobile Christmas night. Mr. Andrews was struck by an automobile as he was crossing a street in the business section in what was said to have been an unavoidable accident.

Wilson's Pharmacy, of Greensboro, has moved from 510 Summit Ave., to 818 E. Market St.

Mr. and Mrs. A. C. Cecil, of High Point, and Mr. and Mrs. Lon D. Russell, of the Cecil-Russell Drug Co., of Greensboro, spent several days in New York City during the Christmas holidays and report a very enjoyable time. Returning home Mr. Cecil gave out the following to a reporter of the *Greensboro Daily News*: "Conditions in North Carolina are in general as good or even better than in New York and the metropolitan area. . . . Prices, generally speaking, are even lower in this part of the country than in retail stores of New York City." Mr. Cecil's formula for coming out of the depression is "for people to read-just their sights and shoot to make less money, to forget the 1915-1932 period, and settle back to a realization that present volume is normal."

The Sunset Pharmacy, of Greensboro, was totally destroyed by fire just before Christmas. Mr. C. L. Derrick, the proprietor, is rebuilding on the same site.

Another proud father: "Jimmy Cates," of Greensboro! A daughter, Winifred Ann, was born on December 18 at St. Leo's hospital. "Jimmy" is manager of the O. Henry Drug Store, No. 1 in Greensboro.

General News Items

Mr. L. M. McCombs, of Salisbury, who passed the State Board examinations in November is now making his home in Winston-Salem where he is assistant manager of the Walgreen Drug Co. under Mr. J. T. Dillehay.

Messrs. W. S. Crouch, of Leaksville, and Lee Roy Bell, of Pikeville, passed the November examinations of the Virginia State Board of Pharmacy.

Mr. H. E. Bolen, of Danville, Va., who has been in Portsmouth, Va., since the summer of 1931, is now with the Walgreen Drug Co. in Richmond, Va. Mr. Bolen secured the degree of B.S. in Pharmacy at the University of N. C. in 1930 and acted as instructor in Pharmacy there the following year.

Mr. J. A. Goode, prominent Asheville druggist, has been commissioned a colonel on the staff of Gov. Ruby Laffoon, of Kentucky, according to Associated Press dispatches from Frankfort, Ky.

We were delighted to have a letter from Mr. William Niestlie, of Wilmington, a few days ago and still more pleased to hear him say that he is improving from a long illness. Mr. Niestlie has always been a warm friend of the JOURNAL and frequently contributes items to our news columns.

Mr. and Mrs. T. H. Mayo, of Goldsboro, celebrated their golden wedding anniversary at their home on Nov. 29. Mr. Mayo is a native of Washington, N. C., and Mrs. Mayo, was, before her marriage, Miss Minnie Pierce, of Greensboro. They have lived in Goldsboro for about 20 years and are greatly beloved by the citizens of the town.

The Betts Drug Co., of High Point, has been incorporated to conduct and carry on in all its branches the business of chemists and druggists. The authorized capital stock is \$75,000 with subscribed stock valued at

\$300 subscribed for by Messrs. C. I. Clark, of Greensboro; R. E. Brown and R. E. Betts, of High Point.

The *Raleigh Evening Times* recently carried a photograph of Mr. C. M. Higgins, veteran druggist of Salisbury and Lexington, with the following caption: "Pictured above is the estimable Dr. Charles M. Higgins, the House's Sergeant-at-arms, than whom there is none than whomer, member of the North Carolina House of Representatives say. The erudite doctor, a pharmacist by profession, says this will be his last session, but that he still has a supply of adjectives and adverbs he hopes to loose upon the House ere the 1933 session of the General Assembly is a matter for the history books."

The post office at Hamlet informs us that Mr. C. S. Mabry is now making his home at Norwood.

We understand that Ahrens Brothers, wholesale druggists of Wilmington, have moved their offices and stock of goods to the second floor of the building they have occupied for a number of years. The lower floor is now occupied by an A. & P. store.

Letters sent to Messrs. F. P. Stafford, of Greensboro, E. Driggers, of Winston-Salem, and J. V. Farrington, of Charlotte, have been returned unclaimed. If any one can furnish the correct addresses for these subscribers we shall appreciate the information.

On or about February 1st the Whelan Drug Co. in Durham will reopen for business and will be in charge of Mr. C. W. Bynum, assisted by Mr. C. R. Hoggard. Both of these pharmacists were with this store before it closed in the late fall.

JOURNAL readers will be distressed to learn that Mrs. F. W. Hancock, of Oxford, was injured in an automobile wreck just before the Christmas holidays, one of her arms being broken at the shoulder. She was taken to Brantwood hospital. Mrs. Hancock and a party of relatives were returning from Henderson. When they neared Oxford their car collided head-on with one driven by an unidentified person who was on the wrong side of the road. The Oxford car was turned over and practically demolished, but the party, with the exception of Mrs. Hancock, escaped with bruises only.

Have you read the December issue of *Rezell Ad-Vantages*? You will be interested in a three-page article entitled "No Worries," which was written by the editor of the magazine after an interview with Mr. P. J. Suttlemyre, of Hickory. The article tells of the successful business methods used by Mr. Suttlemyre in his pharmacy, the Hickory Drug Co. The story is profusely illustrated and carries a photograph of Mr. Suttlemyre as well as interior and exterior views of his drug store.

The JOURNAL acknowledges with appreciation an invitation from the senior class of the School of Pharmacy of Saint Johns College, of Brooklyn, N. Y., to be present at its Commencement exercises on the evening of December 21.

We understand that Mr. J. Linwood Robinson has sold his drug store in Rutherfordton, the Robinson Co., to Mr. B. P. Scruggs and Dr. F. W. H. Logan and is moving to Gadsden, Ala., where he will open the Robinson Drug Co.

Work of renovating the vacant building at the corner of Main and Church Sts., Durham, for occupancy by the L. and M. Drug store has begun. The store will be operated by Messrs. Tillman J. Mathes and Lee. The latter has been engaged in the drug business in Charlotte for some time. Mr. Mathes is the proprietor of the Paragon Pharmacy in Edgemont, which will be closed, we understand. The new site for many years was occupied by the Main St. Pharmacy but for a long period of time has been vacant.

We Thank You!

In the January issue of the JOURNAL we carried a card from the Library of the State University asking for the gift of the 8th edition of the U. S. Pharmacopoeia. Almost by return mail Mr. B. W. Walker, of Rocky Mount, sent us a copy. We thank you, most sincerely, sir, for this gift! Messrs. C. B. McKeel, of Columbia, and S. O. Brewer, of W. Durham, offered us their copies a few days later, provided we had not already secured the book and we are most grateful for their help. Now if some kind friend would just send us copies of the

first two editions of the National Formulary, we would be *almost* happy. We say almost for we would also like very much to have the missing journals mentioned in the December issue. Can't you help us, gentle reader?

Won't you look over your stock of old books and see if you have copies of the Proceedings of the North Carolina Pharmaceutical Association for 1887, 1890, and 1891? The Library of the State University School of Pharmacy needs these numbers. If you can locate any or all them the Library will be most grateful. If you do not have them, can you suggest where they might be secured?

Pharmacy Students on Honor Roll

The following pharmacy students at the State University made the honor roll for the fall quarter: Messrs. **M. M. Brame**, Winston-Salem; **C. H. Cobb**, Fremont; **Loamie Gilbert, Jr.**, Benson; **F. B. Ham**, Greensboro; **H. M. Lawrence**, Cuba, N. Y.; **C. L. Neal**, Greensboro; **D. C. Purcell**, Salisbury, and **R. S. Whiteley**, Greensboro. Mr. Cobb led the school making the highest possible grade—"A"—in every subject.

An Interesting Collection

Not long ago the office had the pleasure of a visit from **Mr. E. F. Rimmer**, of Charlotte. We enjoyed discussing with him numerous matters of interest to the profession of pharmacy. During the course of the conversation he told us of a hobby that had meant much to him for many years. He is making a collection of biographies of the presidents of the United States from the day of Washington to the present time. In his library are many of the rare and valuable biographies cherished by collectors. Included are Parson Weem's Life of Washington. In some instances Mr. Rimmer has several biographies of the same president and in one or two cases a life of a president is lacking. It seems that Thomas Jefferson is the favorite, for Mr. Rimmer not only possesses several biographies of

the third president but he showed particular enthusiasm when he mentioned the Sage of Monticello. We cannot imagine a more delightful hobby and we only hope that some day Mr. Rimmer will give us the privilege of browsing in his library.

Deaths

Friends were shocked to hear that **Mr. Daniel McNeill McKay, Jr.**, of Durham, had died in Duke hospital early on the morning of December 25 from injuries sustained in an automobile crash early Christmas eve. Mr. McKay and his sister were on the way to the bedside of a dying friend when their car was smashed by an automobile driven by a negro. Miss McKay was painfully but not seriously injured. Mr. McKay was 29 years of age and was a native of Goldsboro. He was the eldest son of **Mr. D. M. McKay**, Durham druggist and Mrs. Emily Whiting McKay, of Asheville. Young McKay lived in Asheville until several years ago when he moved to Durham to be associated with his father in the drug business. In addition to his parents he is survived by two sisters and three brothers, and to the entire bereaved family the JOURNAL extends sincerest sympathy.

Marriages

Of interest to many friends is the announcement of the marriage of Miss Bess Lewis, of Whiteville, and **Mr. Archibald W. Palmer**, formerly of Gulf, but now of Sanford, which took place at the home of the bride in Whiteville. Mrs. Palmer is an honor graduate of Greensboro College and since her graduation has been a member of the Sanford school faculty, teaching piano. Mr. Palmer graduated in pharmacy at the State University in 1924 and for the past several years has been connected with the Aeme Drug Co. in Sanford.

EDITORIAL SECTION

(Continued from page 132)

members of the Academy. Since doctors are constantly being detailed by smooth-talking salesmen, many of whom suggest direct buying and dispensing on the part of the doctor, the Academy believes it is justified in its dignified type of offsetting propaganda.

Is this sort of work practical in North Carolina? If it is, how should it be done?

Special Examinations of the North Carolina Board of Pharmacy will be held March 14
in the Howell Hall of Pharmacy, Chapel Hill.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Virginia vs. North Carolina

The Virginia Board of Pharmacy reports that on December 31, 1932, there were 694 drug stores registered in that State. Of this number 331 employed one pharmacist; 316 used two; 34 had 3; 11 had four; and 1 had 5 licensed men on duty. The average was 1.61 pharmacists per store. Virginia's 331 one-man stores represent 47.6% of the total.

North Carolina on September 1, 1932, had 834 registered drug stores. Of this number, 652, or 80% were one-man stores; 138 employed two pharmacists; 19 employed three; one had four; and none had five. The average number of pharmacists per store was about 1.31. This number, however, is calculated on the basis that *every one* of the 1,099 persons registered as pharmacists is working in a drug store in this State. This, of course, is not the case because quite a few pharmacists within the State pay their annual renewal fee but do not work in drug stores, while an appreciable number keep up their renewals, i.e., remain registered here, when actually they practice or live in other states. Perhaps it would be near the fact to say that 1,000 pharmacists are licensed and actually practicing in this State. In this case the number per store would be 1.19 instead of 1.31. Thus, in comparison with Virginia, we have 140 more total stores, 32.4% more one-man stores, but 0.42 fewer licentiates per store, and 120 fewer pharmacists engaged in drug store work within the State.

The Whisky Bill

Before these lines are published the bill of Representative Murphy, of Rowan, to allow the sale of prescription whisky in this State, will likely be passed or killed—that is, settled one way or another.

Reasonable arguments can be used in support of or in opposition to the bill.

Suppose we admit that occasionally in medical practice a doctor believes that whisky is essential in a pneumonia or influenza case. Naturally he wants his patient to get good whisky in a legal, simple way. This could be done if the Murphy bill becomes law. The same doctor may occasionally find a stubborn cough that can only be relieved by Heroin. Codeine just will not act as a good substitute. But the doctor cannot use Heroin because its *manufacture and sale* are prohibited by a federal statute rigidly enforced. Both whisky and heroin are at present outlawed in North Carolina on the theory that for every one time each may find legitimate employment there will be nine times when each will act as a menace to the public safety and welfare. One person is penalized, therefore, in order that nine persons may be shielded. On exactly such a premise are most laws enacted. Every prescriber of Heroin hated to give up a valuable agent but realizing the great harm its illegitimate use was causing, few offered protests against its absolute prohibition.

If prescriptions for whisky were never to be written except in cases where whisky was required and in amounts approximately equal to actual needs, this writer would not only favor but would work for a law serving this purpose. But the Murphy bill would allow every registered doctor to prescribe about four gallons a month on orders calling for a full pint for each patient each time. Shortly Congress is going to lift the limit on the number of prescriptions per month and leave the number to the *discretion* of prescribers. The Murphy bill would automatically do the same thing because "This act shall conform to such rules and regulations as are now or *may be prescribed by the Acts of Congress.*"

A great many doctors want the Murphy bill enacted. The usual charge for writing whisky prescriptions is three dollars, sometimes two. A dollar a minute is pretty good wages. A good many druggists want the

Murphy bill passed. Profits on medicinal whisky in states permitting its sale are never less than 100%. But the Murphy bill, unlike similar measures in other states, makes the druggist pay \$200 a year to dispense whisky. Quite a volume of prescriptions would have to be filled before such a druggist could break even, much less profit.

If the bill is a revenue-raising device why should the dispenser be singled out to pay for the tax? The doctor has the same privilege, and since he makes more profit out of the transaction, why should he not pay a fee also? If the bill is designed to promote the public health in making available a necessary medicine, why should any privilege fees be charged other than the nominal fee the U. S. Government charges? If the bill is intended to promote the public welfare, why make the people who are expected to promote it pay a high fee when acting as agents for the State? If the bill is to raise revenue, why not wait until Congress allows the general sale of liquor and then stick on a heavy tax upon the people who would like to handle whisky for its profit features and get real instead of pin money out of it?

The Golden Rule

Doesn't it make you mad? Well it ought to!

Here is Smith who gets some of his necessities in the drug line from you—on credit. Every three months or so he pays at least part of his bill.

Where does he get the stuff that he doesn't get from you?

He buys that at the "drugless" drug-store next block where they sell many things at times as cheap as you can buy them—or at the chain store, or at the "hole in the wall"—cash-and-carry pirates.

And—he pays CASH for everything—the cash that should go toward paying your bill.

Yes, you are entitled to be good and mad. Just as mad as the legitimate wholesaler who has carried you perhaps several months, while watching you paying cash for popular drug items that you get from some candy or ice cream or cigar dealer!

Just as long as you, for the sake of a few pennies extra profit, buy goods from these

pirates, and help them to larger profits through larger turnovers, just so long will you have to fight the cutrater in and out of your neighborhood.

"Do as you would be done by"—or it is barely possible that your real friend, the legitimate wholesaler, may get tired of waiting for his money!—*The Apothecary*.

Are There Too Many Drug Stores?

We are so impressed with an article that appeared in the *Maryland Pharmacist* that we are reprinting it in its entirety:

"Are there too many drug stores? Irrespective of what the answer is, it must be admitted that the question is one to which pharmacists are giving much earnest thought. It has been the subject of serious editorial comment, and it comes up for discussion whenever and wherever pharmacists meet. It is, in every sense of the word, an important question. Many claim that the merchandising aspect of the modern drug store is due to an over abundance of drug stores. It is pointed out that pharmacists as a class do not create professional work. They simply participate in the amount made available by physicians, dentists, and the general public. In other words, the greater the number of drug stores, the more dilute professional practice becomes. Ultimately the supply becomes so extenuated that there is nothing left for the pharmacist to do but to plunge into merchandising as a means of keeping his store open. Those who contend that there are too many stores frankly admit that nothing can be done to reduce the present number, but they seriously insist that new ones should not be opened. To accomplish this, many plans are suggested. It is said that the major divisions of the drug industry are too loosely associated, and that each operates to suit itself with little or no thought to the welfare of pharmacy as a whole. It is urged that wholesalers, retailers, colleges of pharmacy, and other groups should be pulled closer together so that the interests of each might be considered in connection with what is best for all. In other words, it is insisted that a strong, intelligent and forward looking policy should be adopted and followed

through. It is also contended that wholesalers are much too liberal in granting credit for the opening of new and useless stores, that the colleges accept far too many students, and that the requirements for registration should be much more stringent. The idea has been advanced that graduates should be required to practice five years or more after registration before being permitted to open or operate a store. Some have gone so far as to advocate that the boards of pharmacy should be clothed with power to refuse a person the right to establish a new store in communities properly and adequately served. It has been suggested that there should be a special committee in the state pharmaceutical associations to make a study of existing conditions and to confer with wholesalers and colleges so that some steps might be taken to really work things out.

"On the other hand, it is contended that the privilege of entering pharmacy should not be dependent upon artificial reasons, and that no hindrance should be placed in the way of those who have met the educational requirements. It is pointed out that the whole social fabric of the country depends upon unlimited freedom of choice in matters of this kind. The contention is advanced that all business and professions have been sorely beset by the economic pressure of the day, and that, viewed from present indications, all lines of business are greatly overcrowded. The lawyers, the doctors, the nurses, the engineers, everybody, in fact, is complaining that his field is overrun.

"And so the arguments are presented. However, everyone deeply interested in the status of pharmacy, and everyone concerned with its future, is face to face with a question of the greatest significance. Thus the question is again asked:

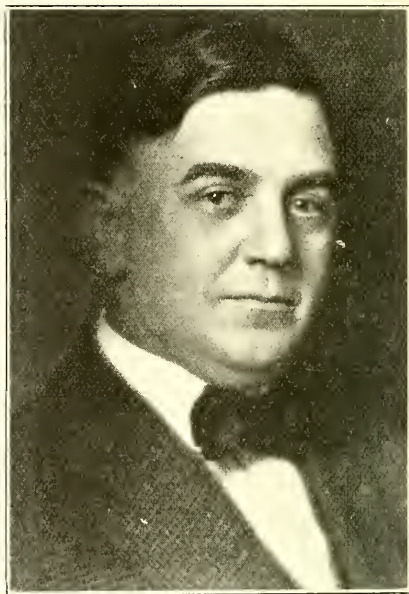
"Have we too many drug stores?"

Are there too many drug stores? If the answer must be yes or no we would have to say yes, but we prefer to reply that in so far as North Carolina is concerned the trouble lies more in the distribution of drug stores than in the number. As long as there are whole counties without a single drug store, and some towns that could support

a real drug store instead of a doctor's shop, and only 834 drug stores for more than three million people (one store to every 3,700 persons), we believe that the economic problem is more one of re-location than of elimination. Some communities have twice too many stores; some have none or at least none that could go up against the competition an active druggist could set up. But how take stores from where they are not needed to where they should be located? *That* is the question!

A. Allison James

Pictured below is Mr. A. Allison James, of Winston-Salem, the only druggist in the North Carolina General Assembly. Mr. James is a member of the Lower House from Forsyth County who led the ticket in the last election. Already placed on important committees, Mr. James is playing an active part in the present legislative sessions.



A number of pleasantly truthful things can be said of Allison James. To begin with a rare quality: he is a wonderful friend—one of the unquestioning sort who sticks as fast in adversity as in prosperity. Any-

(Continued on page 154)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

The Real Workers Will Find Business

Once more the sun is rising on the business world. A better day is at hand and there is business to be had by those who are willing to work. The business recession has reached the lowest point of its long drop and is now levelled off ready for the workers to start it upward again.

Will you be one of those who will get your share of business in the coming year? It will mean work. You may think that you have been working during the past three years but now you are going to really learn what the word means.

Have you been doing all that you might have done during these bad years? Can you plan your time so that you can add even a few minutes to your daily schedule? Minutes will count this year. And those minutes must be used in planning and carrying out the plans that will help others as well as yourselves.

The very future of orderly government throughout the world rests upon the efforts of the business men and the salesmen during the next year. You are yourself an important cog in the business machine and your work may make or break the whole effort. If you work diligently your factory will be able to employ men. If you fail to give all that is in you, there may be children crying for bread because of your failure.

This is the most important year that

—T.M.A.—

—T.M.A.—

America has ever faced. It does not matter in which of our countries you may reside, the situation is the same and the cure is the same. Wherever you may look there is business to be had if you are willing to do all that is required. The shelves and store-houses of the continent are empty. The factories have not been operated for so long a time that even they are without any manufactured product.

The public will not buy but it can be sold. The talk of a "buyers' market" has gone the way of all catch phrases and business once more realizes that markets are made only by selling. Go out now and get your share. Be a real salesman and work unceasingly because the reward will be greater than ever before.

Remember this as you work: You are not merely working for yourself. You are not building alone this time. Your efforts are tied up with thousands of other salesmen in a war against suffering and distress. You are enlisted in an army whose objective may be profits but whose victory means the security of your nation. That victory means comfort to workmen. It means bread for the children and happiness for the mothers of the land. You must not fail. You dare not refuse the responsibility. You are the sole hope of the continent, you business men and salesmen, and you will find your reward in some real business because it can be had if you work.—Copied.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Legislative Situation

This is written on the fifty-third day of the legislative session with but seven days remaining of the Constitutional Sixty Day term. At this time there appears to be a deadlock over the Revenue Act that must be adopted to bring into the State Treasury sufficient revenue to meet the operating expenses of government. On every hand proposals are made to provide the revenue needed to carry on with a balanced budget. But no one plan seems to have support necessary to put it across. One thing is conceded, however, and that is that the Legislature must levy some sort of a sales tax. Only yesterday the members of the Senate Finance Committee by a vote of eight to four and the House Finance Committee by a vote of twelve to nine decided that some sort of a sales tax would be necessary.

More than three weeks ago, or during the first few days of last month a Sub-committee of the Joint Finance Committee, composed of four members from the Senate and six members from the House, was appointed to write a revenue bill with the direction that a sales tax be incorporated therein. This was done after this Committee had voted to discard the Budget Revenue bill submitted to the Legislature by the old administration. Instead of writing one revenue bill, however, the Sub-committee wrote two substitute bills and reported them to the full Committee without recommendation, on the fiftieth day of the session after spending fifteen days or more in preparing them.

One of the substitute bills submitted carries a General Retail Sales tax while the other carries a Selected Commodity Sales Tax, which is the Hiusdale Luxury tax bill introduced earlier in the Session. Both of the bills written by the Sub-committee are based on the proposed Revenue Act sub-

mitted by the Budget Commission, despite the fact that it was discarded by the Joint Finance Committee.

The Committee Substitute carrying a general sales tax proposal of two per cent on all sales of retail merchants proposes several other changes and increases in the privilege taxes paid by retail druggists under Schedule B of the present Revenue Act. In the first place, pharmacists are placed in the list of occupations taxed along with attorneys, physicians, dentists, and other professions. The amendment reads "Amend Section 109, page 50 by inserting after the figures (\$25.00) in line 26 the following:

"Every licensed pharmacist shall in like manner apply for and obtain from the Commissioner of Revenue a State-wide license for practicing his profession, whether for himself or in the employ of another, of ten dollars (\$10.00)".

The only other occupation added to the present list is morticians or embalmers and at the same rate. In this connection, the tax levied upon attorneys, etc., is \$25.00 annually, except where the total revenue of those taxes is less than \$1,000.00 the tax is one-half that amount.

Another increase is found in Section 127, imposing a tax on Restaurants, Cafes, and sandwich dealers. Here the tax on sandwich dealers is increased from \$5.00 which is the amount now paid to \$7.50 annually.

Still another change and the most far-reaching of all is made in Section 144, which levies the tax on soda fountains and soft drink stands. In this section it is proposed to eliminate the graduated tax ranging from \$5.00 to \$50.00 annually according to population and substitute in lieu thereof the following:

"On each carbonated draft arm of each soda fountain a tax of \$10.00".

And, in addition, there is levied a tax of 3% upon the gross retail sales of all carbonated or mixed drinks which must be

reported and paid in the manner provided for the General Sales tax of 2%. This means that druggists would be required to keep a separate set of records for soda fountain operations, paying a tax of 3% on this and 2% on the other sales of the store.

The other change is found in Section 162 taxing chain or branch stores. The proposed section places a graduated tax of from \$50.00 to \$150 upon chain stores based upon the number of stores operated or owned by one management, whereas the present tax is \$50 upon each store in excess of one.

The other Committee Substitute carrying the selective commodity sales tax also levies the occupational tax of \$10.00 upon pharmacists, increases the sandwich tax from \$5.00 to \$7.50, makes the same levy upon chain stores as the other substitute bill submitted. However, it levies a tax of only \$5.00 on each carbonated draft arm of each soda fountain and does not impose the 3% tax. This is omitted, of course, because soft drinks are taxed as a selected commodity or luxury under this proposal of the Sub-committee.

Added to the list of selected commodities in the original Hinsdale bill S. B. No. 80, are found chewing gum taxed at the rate of 1 cent on each five cents or fractional part thereof of the retail price on each package, and jewelry selling for one dollar or more taxed at the rate of 5%, with the provision that the total tax on any one article is not to exceed \$25.00.

The Joint Finance Committee will decide upon one or the other of the substitute bills, above outlined, which were submitted to it by the Sub-Committee, and will report the one of its choosing to the House early in March.

Unless there is a change in mind on the part of several of the members of the Finance Committee the substitute bill carrying the general sales tax will be adopted by this Committee. Whether or not this bill or any other sales tax bill will be enacted into law is another question. Certainly there will be a bitter fight and that there is likely to be a repetition of the struggle of two years ago on the sales tax question. It is agreed by all that the Budget must be balanced and further it appears now that the only way this may be done is by the adop-

tion of one or the other of the sales tax proposals before the Legislature.

In either case, we hope to get adjustments insofar as the taxes upon druggists are concerned. Your representatives have assurances that the occupational tax of ten dollars annually will be removed, and that the tax on soft drinks will be adjusted in the event the general sales tax plan prevails.

Medicinal Whisky Bill

House Bill 261, introduced by Hon. Walter Murphy of Rowan, To promote the better enforcement of the Prohibition Laws and the Eighteenth Amendment, has received a favorable report by Judiciary Committee No. 1 of the House. This report which proposes legalization of medicinal whisky on the same terms as now allowed under the federal laws was made by the Committee without giving a hearing which had been requested. It is understood that a public hearing will be granted.

The Murphy bill provides that every person, firm, or corporation permitted to sell medicinal whisky shall pay an annual license tax of \$200 annually; and, further, that before a license may be granted to any store to dispense medicinal whisky, said store shall have been in operation for at least six months.

Pharmacists by Special Acts

Senate Bill No. 169, introduced by Senator Greene of Mitchell County, grants a license to H. E. Roberts of Marshall, who holds a Tennessee license but who is ineligible to stand the Board in North Carolina. Senate Judiciary Committee No. 2 reported this bill favorable with only one dissenting vote after it had given a hearing. The Senate then passed the measure and the bill is now in the hands of the same committee of the House.

Senate Bill No. 190, introduced by Senator Blue of Scotland County, permitting any person registered in another state stand our Board examination if he has worked in North Carolina for fifteen years, has likewise passed the Senate. This bill was referred to the Senate Health Committee where it was reported favorably after a hearing had been held. It is now in the hands of the House Health Committee.

House Bill 689, introduced by Rep. Everett of Durham, would give a license to P. B. Hardee of Durham, who holds a Georgia license, without examination. This bill, also, is in the hands of the House Health Committee.

Hearings will be held on these bills February 1. It is believed that all of them will be killed either by Committee action or on the floor of the House.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Eastern Carolina News

F. L. Bundy, *Reporter*

The North Carolina Ice Cream Manufacturer's Association recently held its annual meeting at Asheville. The organization will meet next year at Raleigh. Mr. George White, of White's Ice Cream Co., Raleigh, was re-elected president of the Association.

Mr. J. C. Jackson, of Dunn, is with the Brooklyn Pharmacy, of Wilmington. Mr. Jackson has been with the Parker-Taylor Drug Co. in Woodland for the past three years.

Friends of Mr. Carl T. Miller, of Wilmington, will regret to learn that he is seriously ill at the James Walker Memorial Hospital.

The JOURNAL extends its sincere sympathy to Mr. R. I. Dailey, of Reidsville, in the recent death of his brother.

Mr. John C. Spencer is now working the city of Durham for the Peabody Drug Co. His many friends are glad to see him back with Peabody.

Believe it or not, Mr. and Mrs. Sterling L. Hubbard have a dog that actually sings. The writer had heard about this dog but was skeptical until we saw him demonstrate his vocal talent. We have something to look forward to at the Charlotte convention. We forgot to ask if the dog could sing "Sweet Adeline," but we feel sure he can learn the old favorite from his master.

Mr. D. L. Jordan is opening a drug store on Glenwood Ave., Raleigh, at the old Senter Drug Store stand to be known as Jordan's Drug Store. Mr. P. L. Senter has moved to Carrboro.

Messrs. Alf Duckett and Charlie Bowerly, of the Peabody Drug Co., Durham, P. A. Hayes and Neister, of the Justice Drug Co., Greensboro, and J. I. Kase and Jim Coppedge, of the W. H. King Drug Co.,

Raleigh, are attending a manufacturers meeting in New York City.

General News Items

The Selma Kiwanis Club has presented to Mr. C. P. Harper, proprietor of the Selma Drug Co., a handsome loving cup. This cup is given annually to the citizen who has rendered the greatest service to the town for the preceding twelve months.

Mr. M. O. Register has moved his drug store from Pikeville to Clinton and the pharmacy will be operated under its former name—Register's Drug Store. Mr. Register has recently installed a new soda fountain.

Mr. J. B. Barron has resigned his position with the Mooresville Drug Co., Mooresville, and returned to his old home in Rock Hill, S. C. He has been succeeded by Mr. J. W. Williamson, for many years with this store, but for the past several months with the Liberty Drug Co. in Winston-Salem.

Friends will be delighted to learn that Mr. E. E. Merrill is back at his old position with Thrower's Pharmacy in Southern Pines. Mr. Merrill for the past several years has been with the Walgreen Drug Co. in Winston-Salem and Norfolk.

The Main St. Pharmacy is the name of a newly opened drug store in Gastonia, located at the site of the Jacobs Pharmacy. Messrs. J. C. Williams and Harvey W. Holmes are the owners of the store.

Mr. H. C. Williams, who has been making his home in Canton for the past few years, is now living at 404 N. Poplar St., Charlotte.

The JOURNAL extends sincerest sympathy to Mr. G. A. Matton in the death of his sister.

The School of Pharmacy recently received a gift of several old shelf bottles, presented by Mr. E. V. Woodard, of Selma. Mr. Woodard has operated a drug store in Selma for many years and says his son, E. V.

Woodard, Jr., who is now fourteen, will be ready to enter the University in a couple of years. Young Woodard has just had the high Eagle Scout badge conferred upon him.

Mr. John C. Graham, of Red Springs, has bought the stock and fixtures of the Wiggins Drug Store, of St. Paul, sold under receiver's sale. He has moved them to Red Springs and has them both for sale.

Mr. Robt. I. Cromley, salesman for E. R. Squibb and Sons, was recently confined to his room at the O. Henry Hotel, Greensboro, with a severe attack of Flu.

Woolard's Drug Store, of Henderson, has recently moved its location to one of the principal business corners of the town. The building has been completely remodeled and the pharmacy is now one of the most attractive stores in the city. **Mr. E. W. Woolard**, the proprietor, reports business good!

We understand that **Mr. and Mrs. C. T. Council** and **Mr. and Mrs. J. F. Goodrich**, of Durham, recently enjoyed a trip to Florida.

News reaches us that Goldsboro has a new drug store, located in the Hotel Goldsboro at the former site of the pharmacy of Hicks and Hawley. **Messrs. J. T. Vinson** and **L. W. Richardson** are the proprietors and the pharmacy will be operated as the Richardson Drug Co. **Mr. Richardson** is from Kenly and Selma but for the past several years has been out of the drug business, while **Mr. Vinson** is the proprietor of Vinson's Drug Store in Goldsboro. We understand the latter will continue in charge of his pharmacy while **Mr. Richardson** will be manager of the Richardson Drug Co.

We understand that the Beasley Drug Store in Louisburg was recently sold to **Mr. W. A. Andrews** who plans to continue the business in the present site and install a full prescription department.

The JOURNAL offices were delighted to receive visits recently from **Messrs. E. Haupt**, of the H. and W. Drug Co., of Newton; **H. A. Moose**, of the A. W. Moose Co., of Mount Pleasant; **W. S. Wolfe**, of the Wolfe Drug Co., of Mount Airy; **A. C. Cecil**, of Cecil's Drug Store, of High Point; and **A. M. Tracey**, representative of Maillard's, Inc., who makes his home in Harlem, Ga. We

wish that more of our friends would form the habit of dropping by when they are in this vicinity.

Mr. R. H. McGee, formerly with Frierson's Pharmacy in Belton, S. C., is now with Frierson's Pharmacy in Pelzer, S. C.

We understand that **Mr. C. L. Derrick** is now making his home in Salisbury. His Greensboro drug store was recently burned.

Mr. J. V. Farrington, formerly of Charlotte, is now making his home in Cooleemee.

The JOURNAL recently had a letter from **Mr. C. H. Craven**, formerly of West Asheville. He gives as his present address, 37 E. Central St., Orlando, Fla., and the letter-head states that Craven's Pharmacy is located at 430 N. Orange Ave., Orlando.

Newspapers recently stated that **Mr. R. F. Holland** has taken charge of the Sodawich Shop in Charlotte and converted it into a drug store.

Golden Anniversary Celebrated

Ballew's Cash Pharmacy in Lenoir recently celebrated its birthday. It is the oldest drug store in the town as a pharmacy has been operated on the site since January 1883. 1933 also marked the fortieth anniversary of **Mr. Ballew's** service in the drug business, and it was the twentieth anniversary of the store's operation under present ownership. An article in the drug store of much interest to present-day patrons is an old mortar and pestle that belonged to **Dr. A. A. Scroggs** many years ago. We congratulate **Mr. Ballew** and the pharmacy on their long period of service and wish for them many more years of success!

C. B. Miller Honored

Mr. C. B. Miller recently completed a three year term as president of the Goldsboro Chamber of Commerce. As a token of appreciation of **Mr. Miller's** devoted service he was presented with a loving cup bearing the following inscription: "In appreciation of three years service, as President of the Chamber of Commerce, the retiring Board of Directors present **Charles B. Miller**, with this token, February 10, '33." **Mr. Miller** was also elected a director of the Chamber of Commerce to succeed himself.

What is in this prescription to be incompatible? If filled in regular order the cork will pop out.

R

Cascaræ Evacuantis one fluid ounce
Tincturæ Belladonnae

two fluid drachms

Sodii Bicarbonatis

one-half fluid ounce

Lactis Magnesiae four fluid ounces

Elixiris Bromidorum Quinque q.s.

eight fluid ounces

Please answer through the Journal.

(Signed) H. A. T.

Judge Bowman's Accident

Judge F. O. Bowman was the victim of a serious automobile accident recently as he was returning to his home in Chapel Hill on February 4 after attending the week's sessions of the Legislature. The day was cold and rainy, and as he approached Cary his car suddenly skidded, and went over the embankment turning over twice. Judge escaped with many minor bruises but his car was almost a total wreck. Mr. P. L. Senter, Raleigh druggist who has recently moved to Carrboro, happened to be driving directly behind Mr. Bowman and he brought the Judge on to Chapel Hill. After a week-end of rest Judge went back to Raleigh and was on hand when the Legislature re-convened on Monday.

A Letter About Vitamins

To the Editor of the JOURNAL:

Inasmuch as there is such wide-spread discussion concerning the great importance of Vitamins I thought it would be timely to furnish a true definition of "these things" called Vitamins as well as a brief personal opinion of measuring their food and therapeutic value and more especially their classification as put forth by manufacturers in impressing their significance to the medical profession. Anyway here we are:

Vitamins are imaginary, never-yet-seen

and, therefore, indescribable (either chemically or physically) properties or constituents of various organic mixtures or forms of matter. They are supposed to represent the sustaining and life-giving principle of said matter. In so far as the said Life giving principles of various foods have been given the name Vitamin, no one denies the fact that it is an appropriate name, probably derived from the word vitality or something similar. Here's the significant part we have never seen Vitamin A, B, C, or E, G, B, D, F. It appears quite clear that until these principles are isolated and their true characteristic and quantitative presence in ANY substance is determined by some method other than observation of pigs and albino rats, then it is quite obvious that such descriptions as 13-G or 450 D or "Super XYZ" is utterly without significance. I am of the opinion there is positively no way accurately to determine the Vitamin content of any substance or form of matter be it liquid, gaseous, or solid.

When cancer germs are isolated and their presence is recognized by distinctive forms etc. etc. then perhaps we'll breed a conqueror of cancer—both preventive and curative. I think all this descriptive literature concerning "The Vitamin content" of various preparations is a powerful lot of BUNK more disgusting than good.

Respectfully,

(Signed) Jas. H. Brinkley,

Hillsboro, N. C.

A Proclamation

WHEREAS, the average life in the past twenty-five years has been lengthened from thirty-one to fifty-one years through preventive medicine and education in personal hygiene, and

WHEREAS, the products on sale in the retail drug store have been a major factor in this increase of the span of life, and

WHEREAS, the National Association of Retail Druggists in the interest of public health, and longer life created many years ago a Committee entitled "First-Aid Home Remedy Week," to encourage the sale of household remedies useful in the interest of public health, and

WHEREAS, it is my duty, as President of the National Association of Retail Druggists, to designate the period of observance of this week. I now, therefore, by virtue of the authority imposed in me as President of the National Association of Retail Druggists, set aside and declare the week of March 12th to 18th, inclusive, as "First-Aid Home Remedy Week" and request all members of this association to make suitable displays in their windows and on their counters calling attention of their patrons to the drug products that should be kept in each home as a means of preventing infection and safeguarding the health.

Fraternally yours,

(Signed) J. A. Goode, President,
The National Association of
Retail Druggists.

Done in Asheville, N. C.
February 9, 1933.

A. D. F. I. Co. Holds Annual Meeting

The Directors and Stockholders meeting of the American Druggists' Fire Insurance Co. was held in Cincinnati on Feb. 14-15. The annual report for 1932 presented most satisfactory results notwithstanding the generally prevailing bad business conditions. During the year the company wrote insurance of \$72,074,631 at a premium of \$652,707.22. On Jan. 1, 1933 it had in force 22,741 policies with insurance amounting to \$71,517,333.18 at a premium of \$654,922.55. On the same date the admitted assets of the company under the insurance laws amounted to \$2,129,122.33. Its admitted capital and surplus over all liabilities amounted to \$1,320,277.36. Admitted capital, surplus and reserves for the protection of policyholders amounted to \$2,049,060.83. The directors declared a dividend to stockholders of 10% payable on March 1st.

H. E. Thrower's Plan

Mr. H. E. Thrower, of Southern Pines, is using local newspaper space in an effort to acquaint his patrons with facts that bear upon his business relations with them. We are printing below one of his articles that appeared in local papers recently.

Predatory Price Cutting

However much opinion may be divided, as it always is, in all lines of business throughout the country, certain fundamentals remain. Primarily all of us are in business to make money, and retailers like other humans must find some way to exist, and they certainly cannot make a living by selling goods at cost or less.

Any system or plan of merchandising in which all restraint is cast aside forcing honest, square dealing merchants to engage in a life and death struggle for business on the basis of goods offered for sale at or below cost in an effort to meet ruthless competition can be looked upon as a short cut to commercial suicide, the disastrous effects of which are sure to be felt by both merchant and the consuming public alike. No better evidence is necessary to substantiate this than a casual observation of what is taking place among the larger distributors. A number of them are resorting to bankruptcy to meet a situation that has resulted from their folly.

He dug a grave, he dug it deep,
He dug it for his brother,
He fell within this narrow bin,
The grave he dug for t'other.

Thrower's Pharmacy
A reliable Drug Store
"To Live and to Help Live"

Deaths

Mr. John D. McMillan, 52 years of age, the son of the late Dr. J. D. McMillan, pioneer physician and druggist, of Lumberton, died at his home early on the morning of January 29. He had been ill for two years with heart trouble and other complications. For the past five months he had been confined to his bed and was unconscious for four weeks before his death. Mr. McMillan was one of Lumberton's most popular citizens. He served many years on the town board and board of audit and finance. Since the death of his father, he had operated the drug store which still carries the name of J. D. McMillan and Son. It was established more than fifty years ago, the first drug store in Robeson County. In addition to the drug store Mr. McMillan operated a large farm.

Classmates of Mr. Miguel Alberto Porro at the State University will regret to learn that he lost his life in the Santa Cruz del

Sur disaster in Cuba last November according to information received by University authorities. Mr. Porro graduated with the degree of Ph.G. in 1910.

Robert H. Thomas, Jr., 12-year old son of Mr. and Mrs. R. H. Thomas, of Sanford, the latter the proprietor of Thomas Drug Store, died in Lee County Hospital, on the night of Feb. 2, after an illness of twelve days of blood poisoning. He fell and injured his hip while skating and suffered an infection that proved fatal. Bobby Thomas, as he was affectionately called by all who knew him, was one of the brightest boys of Sanford. He was the only child of his parents.

EDITORIAL SECTION

(Continued from page 146)

thing he has literally belongs to his friends. He is one of the most generous and charitable persons whom we ever knew. He hasn't a stingy bone in his body and people so inclined can "gouge" him easily. The books of his drug store are loaded down with accounts that stern business men would never have opened. If a man comes in with a prescription that is really needed it is filled even though the chap is a notorious bum. Oftentimes not even a charge slip is made of the purchase. This is, of course, poor business, and somebody may remark "That man is a fool." Such a person talking to him for a little while on some question will change his statement. Fellow legislators will never class him thus. Generous, yes; friendly, yes; loyal, yes; but a fool? Never! We have worked with him, played with him, enjoyed his laughter without ever knowing of any heart hurts he may have suffered, been cheered and helped by him, and we know the fine stuff that went into the making of the soul of him. Allison will never make money but his conscience will never cause him one hour of lost sleep. As money goes, he will never enjoy riches, but as things with greater value go, he is one of the richest people of whom we know.

Here's to you, old man; may your tribe increase. The world is poor because not enough of your sort exist.

Good News for Everybody
Prices Reduced on
Norris Exquisite Candies
Atlanta, Ga.

North & South Carolina
Representative

J. B. O'BANNON
Box 224 Charlotte, N. C.

SPECIAL EXAMINATIONS
of the

North Carolina Board of
Pharmacy
will be held
March 14
in the
Howell Hall of Pharmacy
Chapel Hill

POWERS-TAYLOR **DRUG COMPANY**

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders. Our experience of over 70 years insures our ability to serve you satisfactorily.

The Carolina Journal of Pharmacy

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at
Charlotte, June 20-22, Hotel Charlotte, Official Headquarters.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Licensing Acts Killed

Up to the time of this writing, every bill designed to grant pharmaceutical license to ineligible persons has failed of passage in the Legislature. Some of those who sought license by special enactments are good men whom we hated to oppose for personal reasons. Unfortunately, however, if they had gained their way and in spite of not meeting the requirements that all North Carolina applicants must meet, had been given their license, they would to a dangerous degree weaken the laws regulating license and thereby set up precedents that would have endless unfavorable consequences.

Every person seeking this sort of license this year was registered in some other state, but at the time of such registration he did not possess the same qualifications that North Carolina (by law) *at that time* was requiring of its own applicants for license. Not having been eligible in this State at that time, he obviously is not now eligible for reciprocal license. (The same rule holds in all states: it is a basic rule of reciprocity.) If this rule were broken down in North Carolina the State might soon be flooded with licentiates from other states—migratory persons who drift about, oftentimes taking home jobs away from home folks. The men who asked for special privileges this time were distinctly not of that sort—all were excellent citizens—but if the bars had been let down to permit their coming in, the bars would have to stay lowered for persons of a distinctly different character, since the law cannot discriminate and say to A, "You come in because we like you," and to B, "You stay out because we don't know anything about you." A and B are the same in the eyes of the law. Therefore, to avoid allowing just any licentiate of any state to practice legally in North Carolina, it was necessary to fight A in his ef-

forts to get license because of the chain of consequences that would follow the success of his efforts. But it was a disagreeable duty to oppose some of those who asked for special privileges.

Raleigh's Oldest Telephone

In Raleigh the other day we noticed a telephone numbered One. It was in the old Robert Simpson drug store, now owned by Mr. S. W. Williams. On inquiry we learned that the phone is the oldest in the city. It was first installed in the drug store of Lee, Johnson and Co., at the corner of Martin and Fayetteville streets. It then travelled progressively to James I. Johnson, successor to the above firm, then to W. G. Thomas, and finally to its present location when in 1926 Mr. Williams moved his stock to the present location where Mr. Robert Simpson conducted a drug store for so many years. Think of the prescriptions and orders that have passed through that old 'phone. In the JOURNAL of January, 1932 a news item shows that H. R. Horne and Sons, of Fayetteville, also have the first telephone installed in that city. Do any other drug stores in the State have a telephone Number One?

Are There Bouquets as Well as Bricks?

The Medicinal Whisky Bill is dead, killed along with all other measures designed to make North Carolina wet. The editor, in his capacity as Secretary-Treasurer of the Association, led the fight against prescription whisky, and as a result has been made the victim of some insulting or threatening letters from druggists who wanted the bill made law. He is trying to ignore these letters because he was simply carrying out instructions from the Legislative and Executive Committees in opposing the measure, but it is hard to be tough-skinned when ac-

used falsely, especially, as in this case, when those who must have favored what he did keep quiet and leave him without a word of encouragement.

In his fight the Secretary-Treasurer contended

(a) that whisky may be a *desirable* drug in exceptional instances, but it is not indispensable. Like heroin its abuses carry more danger than its legitimate uses carry value;

(b) that the legal sale of medicinal whisky would bring into the State an undesirable element, attracted here by the large profits involved, and an element which by using ruthless competitive methods, would finally hurt more than would the immediate profits of legal whisky help;

(c) that the dealer's tax of \$200 was unfair and would absorb more than all of the profits that smaller stores could earn. If whisky should be supplied, the State-appointed agents of sale should not be excessively taxed when carrying out the mandate of the General Assembly. If there was to be a tax, doctors should at least pay their part since their profits would obviously be greater.

The above facts, coupled with the Association's oft-repeated veto of medicinal whisky, caused the Secretary-Treasurer to do what was expected of him in opposing the measure.

If there be those who favor what he did, will not a few of them at least send in a kindly word of endorsement partly to offset the other sort that are still coming in?

Resolutions Opposing Sales Tax

On March 2 a meeting of retail druggists representing eight Western North Carolina towns was held in Asheville under the auspices of the Dr. T. C. Smith Co. Several matters of current interest were discussed after which attention was centered upon the sales tax. Those present finally agreed to a set of resolutions directed to the legislators of the district that should be of interest to druggists throughout the State. The resolutions follow below:

"In meeting assembled Thursday, March 2, 1933, thirty retail drug store owners of

Western North Carolina representing, besides Asheville, the towns of Canton, Waynesville, Bryson City, Weaverville, Swannanoa, Black Mountain, and Newton, reviewed the tax measures now affecting the mercantile business of their respective towns.

"It was found through statistics furnished by the U. S. Department of Commerce and also the Harvard Bureau of Statistics that in proportion to other types of stores the per capita expenditure of the consuming public directed to retail drug stores is surprisingly low. In fact, to quote the figures of the above mentioned bureaus, the number of dollars per capita spent in drug stores is \$7.21 per year. This is compared with other lines ranging up to \$20.00. The drug store, therefore, sets a low among the principal types of retail agencies.

"It is only necessary to enter a drug store to discover that it is now the most over-taxed of all retail agencies. Every drug store has its walls pasted with tax receipts separately covering soda fountain tax, narcotic tax, perfume tax, tobacco tax, toy tax, electric appliance tax, and so on. In addition, drug stores are now paying a gross sales tax to the State of North Carolina. They pay an unbearable and unfair Federal Tax of 10 per cent on more than 6,000 listed so-called luxury items.

"Experience with the Federal Tax has proved that it is impossible for the retail druggist to pass this tax on to the consumer as was intended by the proponents of the tax. It is certain that the manufacturer protects himself by passing on the tax as is legal, but the tax is absorbed by the druggist.

"Therefore, with his low proportion of gross sales, the druggist is facing bankruptcy on account of the high proportion of taxes now directed at drug store items.

"In Western North Carolina the drug store's life depends upon tourist business and upon trade from sick people. The drug store handles more items needed by tourists and sick people than any other type of store. In the event of further taxation, it is certain that this trade would be driven to stores outside the state. The sick, not being gainfully employed, could not stand the

burden of commodity taxes and the tourists would not submit to it.

"Be it therefore resolved: That this body of representative drug store owners expects you, as our representative, to use your influence and cast your vote against any legislation which would in any manner add taxation to drug stores or to commodity items sold therein."

Causes of Drug Store Failures

The Committee on Use of the National Drug Store Survey reveals ten causes that explain why a number of drug stores studied went into bankruptcy. These causes were:

1. Insufficient capital,
2. Inexperience in business management,
3. Excessive rental costs,
4. Failure to keep complete and accurate records of receipts and expenditures,
5. Indiscriminate withdrawal of cash by proprietor and his family,
6. Dishonest salespeople,
7. Unwise expansion of credit and/or failure to collect accounts,
8. Failure to take, analyze and profit by regular inventories,
9. Excessive store loafing, driving business away,
10. Disagreement of partners.

Pharmacists wishing to read the full findings of the Committee on this subject may secure for five cents, from the U. S. Dept. of Commerce, Bulletin No. 59, entitled "Causes of Drug Store Failures."

Laws Are Sometimes Interesting

A manufacturer has the legal right to refuse to sell his merchandise for any reason or no reason at all, under the Clayton Act, and he may refuse to sell a dealer because the dealer fails to sell at the price suggested by the manufacturer, but the manufacturer cannot exact a promise from the dealer that he will sell at the price suggested by the manufacturer, and the dealer cannot make and execute such a promise without both the manufacturer and the dealer violating the Sherman law prohibiting agreements in

restraint of interstate commerce, where the transaction involved is one of interstate commerce.

Joseph Bryan O'Bannon

We were deeply grieved a few weeks ago to learn of the death in Charlotte of Mr. J. B. O'Bannon. Mr. O'Bannon is so well known to druggists in North Carolina that we need not explain what he was or did; so well known, too, that nothing we can say will heighten the esteem in which he was held by all who knew him well. All that we can do is to record our personal sorrow over the passing of a true friend, a courtly gentleman, and one of the finest salesmen who ever traveled North Carolina.

Our first memory of him dates back to Waynesville at the 1912 convention of the North Carolina Pharmaceutical Association when this writer was first elected Secretary of the organization. The meeting had not been well attended, enthusiasm was at a low ebb; very little was accomplished; and all in all the outlook seemed gloomy. After adjournment Mr. O'Bannon came up and said "Let's make this Association into a going concern. Let's get the traveling salesmen to organize themselves into an Auxiliary, and fasten upon them the responsibility of persuading druggists to attend the meetings, and give them something to enjoy while they are in session." Out of this conversation (and several more like it) was born the Traveling Men's Auxiliary.

This writer has frequently been on record as saying that of all of the elements that went into the upbuilding of the Association into a body that has often attracted national attention no single one has played so big a part as the T. M. A. We are going a step further now and say that to Mr. O'Bannon belongs the major credit for bringing the T. M. A. into existence and for making it a creative agency of fine usefulness. Jim leaves other monuments to memorialize his career, but they are well known. We add this one because it has not heretofore been given publicity. (For a photograph and biographical sketch of Mr. O'Bannon, see the October, 1929 issue of this JOURNAL.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

A meeting of the Officers and Board of Governors of the T. M. A. was held in Raleigh on February 21. The following were present: **President A. D. Pollard**, **Secretary J. Floyd Goodrich**, **Mr. M. J. Leimkuhler**, Chairman of the Entertainment Committee for the Charlotte meeting, and **Messrs. C. Rush Hamrick** and **W. A. Burwell** from the Board of Governors. **Mr. H. M. Gaddy** was elected to fill the unexpired term of the late **Mr. J. B. O'Bannon** on the Board of Governors. **Mr. Gaddy's** term expires June, 1933. **Mr. H. L. Barnes** was chosen to fill the unexpired term of **Mr. P. A. Hayes** on the Board of Governors, his term to expire in June, 1935. Plans were discussed for the entertainment of the N. C. P. A. convention in June.

—T.M.A.—

Mr. Ralph Alexander, formerly with **Russell McPhail's** Chocolates in N. C. territory, is now with the **Norris Candy Co.**, taking over the territory of the late **Mr. J. B. O'Bannon**.

—T.M.A.—

The many friends of **Mr. M. J. Leimkuhler**, of Charlotte, will be glad to learn that he has fully recovered from injuries received during a recent automobile accident. **Mr. Leimkuhler** had met his wife's mother, **Mrs. O. P. Rankin**, in Asheville and was on his way to Charlotte when his car left the road on a precipitous mountain slope and was hurled into a stream four feet deep. The car was demolished. **Mr. Leimkuhler** and **Mrs. Rankin** were rescued by the driver of a passing truck and they were brought to Charlotte in another car. **Mrs. Rankin** was uninjured but **Mr. Leimkuhler** suffered severe bruises.

—T.M.A.—

—T.M.A.—

It is with genuine regret that we learn of the death of our beloved member, **Mr. J. B. O'Bannon**. For several years he served the **Scott Drug Company**, of Charlotte, and at the time of his death represented the **Norris Candy Co.**

—T.M.A.—

We have been advised by **Mr. W. A. Burwell** that **Eli Lilly and Co.** has established a new district with headquarters in Greensboro. It will cover the two Carolinas and Virginia. **Mr. E. W. Farrior, Jr.**, formerly of Louisville, Kentucky, has charge of the district.

—T.M.A.—

Mr. Herman H. Huggins of the **Henry K. Wampole Co.**, has been transferred to Columbia, S. C., and is now working South Carolina and the western corner of North Carolina. We wish him much success in his new territory. On February 1st, **Mr. Gus Sanders, Jr.**, of Sumter, S. C., took over the N. C. territory (with the exception of the western corner). We welcome **Sanders** to this State and look forward to having him with us in Charlotte next summer.

—T.M.A.—

The many friends of **Mr. Zeb Moore**, popular salesman for the **Scott Drug Co.**, of Charlotte, will be glad to learn he is back at home after a two months illness in the hospital. He hopes to be back on the old job at an early date.

—T.M.A.—

The many friends of **Mr. Joe L. Wear**, popular salesman for **Hudnut** with headquarters in Charlotte, will be glad to learn of **Mrs. Wear's** complete recovery after a two week's illness in the hospital.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Legislative Situation

This is written on the eighty-second day of the legislative session, having exceeded already by twenty-two days the Constitutional Sixty-day term. Furthermore, it is certain that the present session will extend some three or four weeks longer, and there is some likelihood of its continuing as long as the unprecedented 1931 session.

An unusual procedure is being employed by this legislature in the execution of its business. Heretofore, both the Finance and the Appropriation bills have been considered hand in hand. This time, however, no definite consideration is being given to the matter of raising revenue until the matter of appropriations has been definitely determined. After hearings had been held on the various sections of the proposed Budget Revenue Bill for several weeks and all the various businesses and groups had appeared before the Joint Finance Committee, a sub-committee was appointed to prepare a revenue act that would balance the budget. This Sub-Committee worked for three weeks and then submitted to the full Committee two proposals, one carrying a general sales tax proposal and the other carrying a selective commodity tax proposal, without recommendation as to which should be adopted.

In the meantime the Appropriations Committee had been laboring on its bill, and as soon as its work had neared completion, there developed such strong opposition to the adoption of any form of sales tax, a so-called block was formed in the House demanding drastic reductions and economies with the purpose in view of forestalling additional tax levies of any kind. A bitter fight consequently has been waged for three weeks in an effort to reduce appropriations, the result being that the appropriations submitted by the appropriations committee have been greatly reduced, not however to the ex-

tent of eliminating the necessity of providing at least four or five million dollars in additional revenue. Immediately, after the formation of the "bloc" referred to which marked the beginning of the fight that has been waged over appropriations, the Joint Finance Committee wisely decided to await the determination of appropriations that are to be made before adopting a revenue bill that will bring into the State Treasury sufficient revenue to meet the expenditures provided.

An appropriations bill, therefore, is now before the Senate. It is expected that this body will make material changes. Our guess is that the Senate will adopt the bill submitted by the Committee on appropriations in the main, which follows the recommendations made by the Governor. This means of course that the bill will go back to the House for concurrence. It is most unlikely that this will be done. The next step will be the appointment of a Conference Committee, which will undertake to iron out the differences between the Upper and the Lower House. Another drawn out fight will ensue, and while no one knows what will be the final outcome, the opinion of many of the leading men in the Legislature is that the recommendations of the Governor will prevail.

In this event, a sales tax of some kind is inevitable. In fact, the members of the Joint Finance Committee, at least a majority of the members realize this, and have so expressed themselves. The big question is which sales tax plan will be adopted. The selective sales tax plan, known as the Hinsdale "luxury tax" proposal, has its supporters. Likewise, the general retail sales tax proposal has its supporters. Advocates of the former estimate that it will produce in revenue annually approximately \$7,000,000, while experts put this estimate at only

\$4,000,000. It is generally conceded that the general retail sales tax proposal would produce approximately \$3,000,000 for each 1 per cent levy. Obviously the amount of revenue that may be produced by a sales tax will be a determining factor of the sort of sales tax that will be adopted. The rates that have been suggested under the general retail sales tax plan range from 1 per cent to five per cent. Those favoring the higher rates of four or five per cent desire that as much as one per cent of the levy be returned to the counties. This proposal has considerable backing.

It is the opinion of the writer that a general retail sales tax of either two or three per cent will be enacted into law, as this will be required to raise the additional revenue needed to balance the budget, unless drastic economies and curtailments are yet made that are not now contemplated.

Viewed from the present set-up, it appears that a definite proposal, that is, a revenue bill designed to produce sufficient revenue will be submitted by the Joint Finance Committee early in April, in all probability during the first two or three days. We urge every reader of the JOURNAL to study the press reports carrying the daily happenings at the Capital and to advise us freely and frankly concerning the proposals that may be made.

Summarizing the changes directly affecting you made in the two proposals submitted by the Sub-finance Committee to the Joint Finance Committee:

1. The Committee Substitute carrying the general retail sales tax plan, imposes for the first time an occupational tax on pharmacists of \$10.00 annually; it increases the sandwich tax from \$5 to \$7.50 annually; it levies a tax of \$10.00 on each carbonated draft arm of the soda fountain of \$10.00, instead of the present graduated tax of from \$5.00 to \$50.00 according to population; and, it imposes a tax of 2 per cent on all sales of store, except on fountain drinks and ice cream. Assurances have been made that adjustments will be made in these changes if this plan is adopted as a general proposition.

2. The Committee Substitute carrying the

selective Commodity tax imposes the occupational tax of \$10.00 upon pharmacists; increases the sandwich tax from \$5.00 to \$7.50; and levies a tax of \$5.00 on each carbonated draft arm of the soda fountain. In addition, of course, it places a tax of from 5 per cent to 20 per cent on the selected list of commodities, including cosmetics, soft drinks, candy, chewing gum, etc., which are commonly referred to as non-essentials.

Pharmacists by Special Acts

Senate Bill 169 that would have given a license to H. E. Roberts of Marshall, who holds a license in Tennessee but who is eligible to stand the Board in North Carolina, after passing the Senate was given an unfavorable report by the House Judiciary Committee No. 2.

House Bill 689 that would have given a license to P. B. Hardee of Durham, who holds a Georgia license without examination, was given an unfavorable report by the House Health Committee.

Senate Bill 190, permitted any person registered in another state stand our Board examination if he has worked in North Carolina for fifteen years, which passed the Senate, was reported unfavorably by the House Health Committee, but reached the House upon a minority report. Every effort will be made by the proponents of this bill to bring about its enactment. The opponents, however, are hoping that it may be defeated.

Medicinal Whisky Bill

House Bill 261, To promote the better enforcement of the Prohibition Laws and the Eighteenth Amendment, after having received a favorable report on two occasions by the House Judiciary Committee No. 2, was defeated by a large majority when it reached the House and was voted upon. This measure would have legalized the sale of medicinal whisky by retail drug stores under the same terms as now allowed under the Federal Laws, except that it imposed an annual license tax of \$200 upon each place of business handling same, and provided that no license should be granted to any store that had not been in operation for at least six months.

Should We Cut the Retail Price of Ice Cream?

By John K. Civil, of Charlotte

(Although the paper below was read by Mr. Civil at the last Association meeting the evils he mentioned have not been materially corrected and apply with practically equal force at this time while the suggestions he offers have current interest and value. Therefore, the paper is published.)

To this question I will say, "No," especially in view of the fact that ice cream companies, who advocate such, have only reduced their prices to us 20%, while they advocate our selling for a 40% cut.

The Secretary requested me to make a short talk on the present ice cream situation in regard to the price which the retailer should obtain. In order to give you gentlemen a somewhat intelligent view of conditions I have made some investigations as to the cost of raw materials that go into the manufacture of ice cream. The statements I will make may be wrong, but as this subject is an important one to a great many of us I hope you will see fit to discuss it. To those of you who do not have to retail ice cream for 15c a pint this subject will, of course have no interest. I sincerely hope you will never have to sell at such a price as most of the druggists in the State are now doing.

My reason for discussing this subject is because of three figures: 100 gallons of ice cream in package that up to a few months ago cost us \$120 we obtained a resale on at 25c a pint of \$200, showing a gross profit of \$80, and figuring an overhead of 25%, a net profit of \$60. For the last few months we have been forced to retail pint packages of ice cream at 15c. The manufacturers charge us for 100 gallons \$85.00; we resell this for \$120, which shows a gross profit of \$35; and, figuring a 25% overhead, as I did in obtaining the figure above, it shows \$26.25 net profit for the same amount of ice cream we formerly sold that gave us \$60 net profit, which is over twice the net profit. Some will figure that you will do twice and three times as much volume selling ice cream at 15c as you would for 25c but I have not found this statement verified by several druggists I have asked. I find that the prevailing price on whole milk four years ago was 45c per gallon, the cost of 30% butter fat cream

was \$2.10 per gallon, the cost of evaporated milk was \$4.50 per case of six No. 10 cans. The present prevailing price is 25c per gallon for whole milk, \$1.20 per gallon for cream in bulk, and \$2.50 per case for No. 10 cans of evaporated milk.

In checking over these figures we see the principal ingredients used in the manufacture of ice cream have declined in price over 40%, and, in my opinion, the biggest expense of getting the ice cream to the consumer is borne by the retail druggist who supplies, or should supply his neighborhood with ice cream, and, as stated above, this expense will run 25% more if he does much delivering. Flavoring and fruits are a very small part of the cost of ice cream per gallon.

As the drug store is a place of high quality merchandise it should in my opinion demand not only a reduction in price from the ice cream manufacturers but should also demand a higher quality of ice cream than is supplied to the cut rate store, hot dog stand, and any number of other stands that have gradually cut into the volume of drug stores which at one time were practically the only sources of ice cream. Over the territory I cover I find many different grades of ice cream. In most places there is an ice cream war.

Practically all of the ice cream companies have cut their prices to the retail druggist only on the pint package that retails for 15c which is not such a good cream. For this product they charge 85c a gallon. This shows 20% off of their prices of four years ago, but they recommend and have influenced the majority of retail druggists to sell their ice cream at a retail price of 15c a pint thereby cutting their price 40% whereby the manufacturer who has this vast saving in raw material has only cut his price to us 20%. Moreover they have not

(Continued on Page 167)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. A. M. Mattocks, of Swansboro, has accepted a position with O. Henry Drug Store, No. 3, in Greensboro.

Mr. and Mrs. Phil D. Gattis and Mr. and Mrs. A. D. Pollard, of Raleigh, attended the inauguration in Washington City. They made the trip by motor.

Mr. Dewey Sanderford is now with Dizor's Pharmacy in Raleigh. For the past several years Mr. Sanderford has been with W. W. Parker's Drug Store in the Capitol City.

Mr. Julian Baker, of Nashville, has accepted a position with the S. E. Massengill Co., of Bristol, Tenn.-Va., traveling South Carolina.

Futrelle's Pharmacy, of Wilmington, has recently made some improvements in the store. The shelf and display space has been increased and the interior of the store very much improved.

Messrs. Phil D. Gattis and D. J. Womble have opened a cash cut-rate drug store at the old stand of the Hayes-Barton Pharmacy in Raleigh. The formal opening was held on February 25. Mr. Womble will serve as manager of the new store. For the past year or more Mr. Womble has been with the Whalen Drug Store in Charlotte. Mr. E. V. Bell will assist Mr. Womble in the operation of the new store. Refreshments were served ladies and children attending the formal opening.

The Whitley Drug Co., of Fremont, has cancelled all accounts owing the firm and is starting out on a strictly cash basis. The firm has sent out the following letter to its patrons "We are today cancelling every account on our books to date and expecting to start over on a cash basis to everyone. We are doing this with a better

feeling towards every customer we have served during the ten years that we have been in business. Should you have a balance unpaid we are offering it as a discount on your past patronage and as an offering to whip hard times."

Piedmont Topics

John K. Civil, *Reporter*

Mr. Jas. P. Stowe, Local Secretary for the 1933 convention of the N. C. P. A., has about completed plans for the meeting. He has a wonderful program with quite a few surprises to be offered which will make this meeting the best ever had. Any druggist who stays away will miss a good meeting and a good time. Mr. M. J. Leimkuhler, Local Secretary for the T. M. A., has also perfected his program and it is a "knock out," so let's all get ready to be in Charlotte for the big convention!

Mr. Jas. P. Stowe has made several trips to Raleigh during the past month in the interest of drug legislation.

Gamble's Drug Store, of North Charlotte, has closed under voluntary bankruptcy. Mr. Frank Gamble, the former owner, has made no plans for the future.

Mr. K. Craige, with the Plaza Drug Store, of Charlotte, for the past year, has accepted a position with Crosland's, Inc., of the same city.

Mr. L. A. Bailey has accepted a position with the Myers Park Pharmacy, of Charlotte.

Mr. Burrus Pinner, formerly with the Johnson Drug Co., of Asheville, has purchased the Wilkins Drug Store and has associated with him Mr. J. V. Jenkins, who will have charge of the prescription department.

Mr. J. C. Cardell, of Charlotte, has sold his Trade St. store to Mr. R. M. Cooke, but

he will continue to operate his Five Points Drug Store.

The many friends of **Mr. Charlie Murphy**, manager of Purcell's Drug Stores of Salisbury, Albemarle, and Statesville, will be glad to learn that he is back on the job after a week's illness.

Quinn's Drug Store, of Shelby, recently moved into handsome new quarters, located in the new Professional Building.

Goode's Drug Store, of Asheville, recently took on the Rexall Agency. Mr. Goode reports business good.

Mr. Charlie Smith, of the Carolina Cut Rate Drug Store, of Charlotte, has returned from a two weeks fishing trip in Florida waters and reports a good time and plenty of fish.

Mr. F. L. Black, of Gastonia, has accepted a position with the Tryon Drug Co., of Charlotte.

The many friends of **Mr. W. H. Thornton**, proprietor of the North Newton Drug Store, will be glad to learn he is able to be back in the store after a two months' illness.

Mr. J. W. Sheppard, of the Sheppard Drug Co., of Charlotte, recently made a two weeks trip through the country to his old New Jersey home.

Messrs. R. F. Holland, of Charlotte, and **K. N. Summey**, of Mount Holly, motored to Washington for the inauguration and report a splendid trip.

Mr. J. W. Pike, proprietor of the Pearl Drug Co., of Concord, recently enjoyed a motor trip with his family to Annapolis, where he visited his son who is in the Naval Academy. The party then visited New York, Washington and other cities. They were away about two weeks.

General News Items

Can you realize that it is less than three months before the Charlotte convention?

Mr. J. B. Connell was in Chapel Hill on February 27 to attend the Kreisler concert. He informed us that he was shortly resigning his position with the W. W. Parker Drug Co., in Henderson, to accept a similar one with the Kerner Drug Co. in the same town.

The Rich Square Drug Co. was a heavy

loser in one of the most destructive fires the town has experienced in years. The fire broke out on the morning of February 27 and the entire building in which the drug store was located was completely destroyed. The fire was discovered on the second floor and had gained such headway that it was all the firemen could do to prevent it from spreading to adjoining buildings. The drug store owners saved part of their stock and fixtures which was partially covered with insurance. The building was also partially covered by insurance.

Mr. W. G. Cousins, Charlotte druggist, was slashed on the left shoulder a week or two ago by a negro caught attempting to steal a box of candy. The negro escaped.

Mr. O. L. Umstead, of Stem, is back again at his old position with the Rogers Drug Co., in Durham.

The JOURNAL offices were delighted to receive a visit from Mr. R. M. Brame, of North Wilkesboro, a few days ago.

Friends will regret to learn that **Mr. Chas. R. Thomas**, of Thomasville, has been quite ill at his home recently.

Mr. C. B. Strickland resigned his position with the Southside Pharmacy, of Spring Hope, on March 5, to accept a position with **Mr. D. M. McKay**, of Durham. He will be connected both with McKay's Pharmacy and Mack's Drug Store.

Attorney F. O. Bowman and several other guests at the Sir Walter Hotel in Raleigh, recently were the victims of a sneak thief who looted several rooms. Attorney Bowman's pocketbook was later found in an alley behind the hotel with several papers which it had contained missing. The money had likewise been taken.

Mr. P. L. Senter, formerly the proprietor of a drug store in Raleigh, has opened Senter's Drug Store in Carrboro.

A physician's knife with spatula blade such as was used by the country doctor who took his medicine case with him and compounded his own prescriptions forty years ago has been presented to **Mr. F. G. Jacocks**, proprietor of the Albemarle Pharmacy in Elizabeth City, by the Mentholum Company as a mark of his long years of service in his profession. The Albemarle

pharmacy, occupying the corner of Main and Road Sts., is the oldest drug store in Elizabeth City.

Gifts for the University's Museum

Mr. B. W. Walker has presented to the School of Pharmacy Library a copy of the second edition of the National Formulary. Only the first edition is now needed to complete the set.

Mr. F. G. Jacocks has just sent a pair of old-fashioned hand scales.

Mr. R. I. Williams, veteran druggist of Raleigh, has added to the museum collection a hardwood pill roller and a graduate. The latter has Mr. Williams' name etched on it and the date November 13, 1887.

Mr. C. N. Herndon came down from Greensboro the other day and presented an old-fashioned plaster board (made of wood about two or more inches thick), a graphite mortar, a pair of hand scales, a measuring spoon, a finder, a Wedgewood pill tile, a rip balance, and two spatulas. These articles were purchased by him from the son of Dr. Matthews, who used them many years ago.

Mr. Chas. Fetzer, of Reidsville, sent the museum four lovely old bottles and a balance.

These gifts are greatly appreciated by the school and they add greatly to the interest and value of the museum.

Doctors and Druggists Meet Together

At the January meeting of the Catawba Valley Medical Society a committee was appointed to invite the druggists living in the counties of Burke, Caldwell, Lincoln, and Catawba to meet with the committee on the afternoon of February 23 "to establish a more cordial feeling between the two great professions, and to discuss in a harmonious manner a few of the problems that affect us jointly as doctors and druggists." Almost every druggist of these counties accepted the invitation. Mr. W. L. Moose, of the Board of Pharmacy, was also present, and outlined what his committee from the N. C. P. A. was trying to do along the lines the doctors had in mind. Other pharmacists stated the problems of present-day pharmacy. A com-

mittee of druggists was appointed, one from each county, to confer with the committee of doctors in regard to solving mutual problems. The druggists were asked to be the guests of the Catawba Valley Medical Society at the March 14 meeting to be held in Hickory. As we go to press details of the meeting are lacking but a glance at the program guarantees a worth-while and interesting session. Talks were to be made by both physicians and druggists.

Incompatible Prescription

Mr. L. Craig Lewis, of Belmont, submits the following answer to the prescription problem asked in last month's issue of the JOURNAL:

"When the bromides come in contact with the sodium bicarbonate solution effervescence ensues, carbon dioxide being formed and liberated."

An anonymous correspondent suggests the same reason except that he explains why the bromides solution decomposes the bicarbonate. He states the fruit acid in the syrup of raspberry and perhaps the fluidglycerate of glycyrrhiza are sufficiently acid to decompose sodium bicarbonate with the formation of gas.

Pharmacists Licensed

Six new pharmacists were licensed to practice in this State following examinations held in Chapel Hill on March 14-15 by the North Carolina Board of Pharmacy. The successful candidates announced by Secretary F. W. Hancock are: Pharmacists: Messrs. K. W. Huss, Winston-Salem; W. S. Johnson, Rocky Mount; and J. A. Weaver, Winston-Salem; Assistant Pharmacists: Messrs. G. A. Eatman, Wilson; P. W. Miller, Salisbury; and J. N. Porter, Charlotte.

Pharmacy Students on Honor Roll

The following students in the University School of Pharmacy made the honor roll at the end of the Winter Quarter: Messrs. C.

H. Cobb, Fremont; C. S. Curry, Lexington; L. Gilbert, Benson; F. B. Ham, Greensboro; W. L. Hickman, Fayetteville; H. M. Lawrence, Cuba, N. Y.; H. C. McAllister, Mount Pleasant; C. L. Neal and R. S. Whiteley, Greensboro. Mr. Cobb led the group making a grade of "A" (the highest grade obtainable in each subject).

Annual Dance on April 7

The student body of the University School of Pharmacy will give their annual dance in the University gymnasium on the evening of April 7, from nine to one o'clock. The dance will be formal and Jelly Leftwich and his orchestra will furnish the music. The committee in charge of arrangements is composed of Messrs. C. S. Curry, Chairman, W. G. Dudley, R. S. Bunn, and W. H. Houser. Alumni of the School of Pharmacy of the University are cordially invited to be present. Admission will be by ticket and alumni who will attend should secure their tickets as far in advance of the dance as possible by writing to Mr. C. S. Curry, Kappa Psi House, Chapel Hill.

Sharp and Dohme Holds Annual Meeting

Stockholders of Sharp and Dohme, Inc., held their annual meeting in Baltimore on March 1. Satisfaction was expressed with the progress made during the past year. Particular interest was shown in the annual report of **President A. Homer Smith**, which showed the strong cash position of the company and also that the \$350,000 mortgage on the Philadelphia laboratories had been paid off and satisfied in advance of its maturity. The stockholders expressed their satisfaction in the President's report of the pharmaceutical and biological sales of the company, particularly on leading specialties. The present Board of Directors was unanimously re-elected as well as the present officers.

And I'll Tell You Why

To determine how to make a profit and make it is a most important factor in busi-



ness; to be able to say—"and I'll tell you why," signifies a man well steeped in his business. How about the pharmacist who sustains a loss finds his business in the red for the past twelve months? I he can say—"and I'll tell you why" he is in a fair way to solve his problem. He profits by his mistakes.

There are, of course, many factors responsible for present-day conditions. Regardless of these however, it has been shown time and time again that one of the major trade evils destroying credit, adding to overhead expense, tying up capital, and killing profit is the purchase of merchandise that does not sell. Such products only add to the cost of goods sold. The higher that figure the lower the gross margin, the lower the gross margin the less the opportunity for net profit. Expenses have a way of going on whether business is good or not. These facts are the—"and I'll tell you why" in the prescription department that led the government experts to remark, "The multiplicity of prescription items shows clearly the necessity of the pharmacist keeping his figures in the right proportion to sales volume—too many products are a major trade evil."

Would you protect the individual pharmacist's greatest asset? "Then," say El Lilly and Company, "keep an eye on the prescription department; make it a scene of action, not a place of storage. Buy according to current needs from the logical source of supply for prescription merchandise—the wholesaler. It will assist you to maintain clean, well balanced stocks, conserve time, credit, and capital. The application of this Policy to your prescription

department needs will help you to reduce the cost of goods sold. That will increase gross margin. By keeping your overhead expense down to normal the results will be reflected in net profits. Analysis will enable you to say, 'I made a profit and I'll tell you why'."

Weddings

Of particular interest is the announcement of the marriage of Miss Janie Gilbert Burns and **Mr. Curtis Hill Oakley** in the First Baptist Church in Roxboro on March thirtieth. Mr. Oakley graduated from the State University School of Pharmacy in 1928, receiving his license as a pharmacist in the same year. While in college he took a prominent part in student activities. For the past several years he has been associated with the firm of Hambrick, Austin and Thomas, Druggists of Roxboro.

Deaths

Mr. J. B. Marsh, druggist with Purell's Drug Co., in Salisbury for the past several years, died suddenly from a heart attack about ten o'clock on the night of March 4. He had suffered considerably from heart trouble in the past year or more and about a month ago was confined to his bed for a week receiving treatment. He improved in health and had been at work since that time, having left the store at closing time on March 4. He was found seated in his car, death apparently having come just as he entered the automobile as the key had been placed in the switch. Mr. Marsh was a native of Lillington, but moved to Salisbury about twenty years ago. He was associated with the Empire Drug Co., the former Pro-

fessional Drug Store, and later with the Main Pharmacy for a number of years. For over four years he had been connected with the Purell Drug Stores in Salisbury.

SHOULD WE CUT THE RETAIL PRICE OF ICE CREAM?

(Continued from Page 162)

reduced their prices a penny on the bulk to us which, as shown above, costs them 40% less. The only reduction the companies have made is on the package the druggist has to sell for 15c and I imagine with all the hot dog stands selling this package it has doubled the manufacturing business and by so doing the ice cream manufacturer will make, in my estimation, three times as much money at the present cost of materials than he did four years ago at the price then paid for raw materials. The big ice cream manufacturers (all fine people) may or may not be justifiable in this 15c a pint ice cream but I do think they should reduce the price to the drug trade on bulk and regular ice cream.

In some locations I believe that druggists may have benefited by a reduction in price but I do not see any wisdom in cutting our price to any greater percentage than the manufacturer cut it to us. Personally I recommend the druggist sticking to quality and either demanding the ice cream manufacturers to give us a product at the right price or to begin making some kind of arrangement to manufacture our own ice cream. If there is anyone present who has had success in making his cream, I hope he will give us the benefit of his experience. I thank you.


Every pharmacist knows the importance of cash discounts, realizes the need for ready money to obtain them. Slow moving stock is an obstacle to this end. To remove this barrier apply the Lilly Policy and order as needed through James Bailly & Son.

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Scott's Nuxaphen Tonic 75c

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, June 20-22, Hotel Charlotte, Official Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held June 13 in the Howell Hall of Pharmacy, Chapel Hill.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Charlotte Calls

Less than two months from now the North Carolina Pharmaceutical Association will hold its forty-fourth annual meeting in Charlotte. Under the general direction of Local Secretary J. P. Stowe, assisted by the druggists of the city and the officers and members of the Traveling Men's Auxiliary, big efforts will be put forth to make the convention a fine success. The entertainment features will be typical of Charlotte and of the T.M.A., features that must surely arouse the enthusiasm of every person who benefits from them. The women in attendance particularly will be pleased with what is being planned for their especial entertainment. The men will find a double interest because they too will enjoy themselves and in addition be provided with a business program that will offer a fine opportunity for taking joint counsel with one another in the trying times in which we are living. Actions taken by the state legislature and the national Congress will have a far reaching effect upon the drug business and these effects will be in such a stage by middle June as to require concerted efforts to meet them to greatest advantage. Two completely new problems for North Carolina druggists will be a sales tax in some form and the sale of 3.2 per cent. beer. Both of these problems will present difficulties for druggists that will be a bit different from the way they will affect retailers of any other sort. How best to pass both on and out to consumers is a question that will not have been answered when the Charlotte convention gets under way. Other sorts of questions, perennial in nature, will also need discussion and action.

There will be Association members who will say, perhaps only to themselves, "Oh well, the Legislature has finally adjourned" (if it has by that time!) "and there is no

need to hold a druggists' convention now, so I won't go." Surely this is not a wise position to take since legislative efforts represent but one sort of activity that an association engages upon. So long as pharmacists practice, they must always face varied perplexities that require group discussions and policies for efficient handling. And the summer of 1933 will offer plenty of these perplexities! Other members, perhaps, will feel disgruntled because a sales tax passed the Legislature and will blame the Association because it passed, and seeing that the evil was not averted, will feel that the Association has failed them utterly and hence is not entitled to their continued affiliation. This would be not only untrue but highly unfair. The Association fought nobly to stave off a sales tax, and so did the North Carolina Merchants' Association. If one is to be blamed, the other should be also. If both are condemned for failing after strenuous fighting, then both should be thanked at least for keeping it from being passed two years earlier.

Several speakers are scheduled to talk at Charlotte, but the main efforts of Association officers will be centered in getting the members to engage fully and freely in open forum discussions of common problems in order that varied suggestions and experiences may serve as guides to ways that succeed and to methods that ought to be avoided or discontinued.

The next issue of the JOURNAL will carry an illustrated, detailed program of the Charlotte Convention. Watch for it.

Inflation and Returning Prosperity

With the United States definitely off the gold standard and with the President and Congress firmly committed to inflationary measures with a controlled currency, it is obvious that retail prices are going up and

equally obvious that there will result greatly increased buying on the part of farmers, etc., who get increased markets and prices for their products. This is indeed good news to retailers and the country generally, because once the upward swing of the pendulum begins (and it *has* started upward) a cycle will commence that will benefit everybody except persons with fixed incomes or fixed salaries that cannot change for some time after inflation begins. A producer finds a market for his goods at profitable prices. He immediately increases production, employing more people who spend their earnings. As more people spend, production keeps pace, and thus dollars turn over and over. As the dollar gets cheaper (because the government prints more of them), prices rise and business in every line is stimulated to greater production, greater consumption, greater prices. Since the manufacturing and retail business felt depression first, it will be first to feel returning prosperity. We predict that by fall the druggists in this State will be answering the question "How's business?" with the reply "Business is good".

In the preceding paragraph we spoke of inflation helping business men but hurting salaried folk. We want to say a word now about the latter. There are at least two hundred (perhaps more) registered pharmacists in North Carolina who are employed on a salary basis entirely. Their salaries have in the most cases been greatly reduced. Lessened store profits have brought this about. It is not unusual now for a fully licensed prescriptionist to be compelled to work for seventy-five dollars a month or even less. A few of them may be worth no more, now or later. But the majority are entitled to immediate salary increases when store sales and profits increase and the cost of inflated living goes up. If the inflated dollar they earn is able to buy but eighty cents worth of the things they must have to live upon, then the net effect is as though their salaries had been cut another twenty per cent. It is not for us to suggest what a particular employee is worth to a certain store, but we do hold that when or if the retail drug business becomes more profitable that one of its first effects should be felt by

good registered men who are now working for about half of what any sort of registered man received six years ago. Owners should not wait until the law of supply and demand forces them to increase salaries: instead they should, on their own initiative, grant increases just as soon as the business justifies the raise. In such fashion they will earn and get the gratitude of clerks, which gratitude will express itself in greater efforts and heightened loyalty. The writer must suffer a severe salary reduction for the next two years regardless of how little his dollars will bring when dollars get cheaper. Perhaps this fact gives him an acute fellow-feeling for others who work for salaries, and prompts him to write these lines in behalf of employed pharmacists. Whatever his motive, however, his contention is firmly based on the principle that employers who have themselves been terribly hurt by the depression should be glad to raise the salaries of those whom they employ when increased sales and profits permit. We believe that it will be good business to do this rather than wait until a fine clerk is offered more elsewhere before agreeing to give him more pay. To raise him voluntarily as soon as possible will win his earnest gratitude and stimulate his finest endeavor. To do it only if another bid forces the step may have a different effect.

Better business, Mr. Proprietor, and may it come about quickly. Larger profits, too, because your toil and risks entitle you to them. But remember—you were once a salaried man yourself.

What the Legislature Did

As these lines are written no one can say what the Legislature did because it is still in session. Presumably it will pass a sales tax that is conceded to be a general sales tax on everything in some percentage around three. Ad valorem taxes having been abolished, there seemed no other revenue but a tax on sales to balance the budget. Privilege taxes, corporation taxes, etc., were "upped" but it seemed dangerous to increase them too much because of running into the law of diminishing returns. Certain agencies of government and schools had to be continued, and though they were all re-

duced in appropriations for salaries, etc., there still loomed a gap between income and outgo that somehow had to be closed. And so—the sales tax. Our single hope is that before this issue appears the Legislature will somehow, somehow, make it mandatory that the tax be forced onto the consumer for whom it is intended.

When the Legislature adjourns we will attempt to tell you what it did. But it is too early now because this particular Assembly has a habit of passing something and then going back and killing it, and vice versa. The leaves will perhaps be full grown when the Legislature adjourns. We hope it is not in session when the Charlotte convention is held in June. Personally, we are tired of it.

Beer in Drug Stores

When this issue of the JOURNAL reaches its readers, beer will be a commodity of legal sale throughout North Carolina. Naturally we are interested in the question of how many drug stores will be handling beer when it becomes available for distribution.

Beer of 3.2 per cent. strength has been duly declared non-intoxicating. So it is in one-bottle amounts to the average person. But percentages must be changed to actual alcohol volume when more than one bottle is drunk by persons not used to alcohol. Only hogs and inexperienced, enthusiastic young people will swill enough beer to get drunk, but we hazard the guess that the number of these will be great enough to be reckoned with. Concentrate enough of these folks at one drug store and the presence of them with their boisterous and objectionable ways will be quite sufficient to drive away some mighty good customers who prefer to trade where the environment is less distasteful.

For the first month or so beer is going to be a very profitable item of sale in this State. It will be quite the thing for awhile for a group to line up at the fountain, pretend it is a bar, announce that "this one is on me," and with "prosits" or some modern equivalent of "bottoms up," enjoy one round after another of the foaming brew. This will not be so bad if the prac-

tice soon loses its novelty, and seeing that it is not naughty, only pleasant, to drink an occasional bottle, people gradually come to treat beer as it is treated in Germany. But if we Americans have reached the point where we will insist on gearing ourselves beyond our speed abilities by alcoholic stimulation—even if its only 3.2 per cent. efficient—then we shall be sorry that drug stores will gradually become by reason of their convenience and late closing hours, the greatest single centers of sales.

Sometimes we wonder if we are not too jealous of the reputation of drug stores. If in our devoted desire to see the public respect us as it respects doctors and to see the practitioners of pharmacy proud of their calling, we do not overlook the practical fact that with too many drug stores open some of them feel that they must forget pharmacy and get altogether money-minded in their methods.

We honestly want this little publication to serve the interests of every pharmacist in North Carolina. To this end we try to see matters as they are and not as in visionary moments we may want them to be. If, therefore, in dealing with such a question as beer in drug stores, we speak too strongly in terms of what would be best if we could have the best, we overlook that which is necessary for conditions that are not the best, then we would like our readers to write to us when or if we run off onto a track that is no longer used for modern travel.

Death Takes its Toll

We have been especially saddened during the past month to learn of the deaths of two druggists for whom we had a great affection. In the passing of Mr. William Justus, of Hendersonville, and Mr. William Niestlie, of Wilmington, the Association lost two of its oldest and most valued members, and the profession at large lost two men who would have graced any calling. Younger men will take their places, since the world always moves on, but the Justus' and Niestlies who die do not fade from memory quickly because when such qualities as they possessed and exercised are removed there is always a gap left that is not easily bridged.

Mr. Justus and his store were synonymous with the growth of Hendersonville from a little mountain resort into a small city that one always enjoys and wants to re-visit. This development was in no small sense promoted by Mr. Justus with his fine sense of civic pride and responsibility. The soul of courtesy, integrity, and fairness himself, he helped in a big way to instill these virtues into the personnel of any undertaking he engaged upon, with the result that as civic worker or man of business the thing he did or helped to do had no element of pettiness or of craftiness but had only open faced honesty and square dealing.

Mr. Niestlie's life was lived in a more secluded manner. Belonging to the old school of apothecaries he found the four walls of his drug store a kingdom sufficient unto itself and for him. If ever pride of profession dominated any man, Mr. Niestlie was that man. His prescription department was a sort of shrine before which he laid his finest contributions of self and soul. Pharmacy was to him not only a noble science but an ennobling art, and this writer, finding him busily working upon some difficult prescription with a happy gleam in his eyes, has always felt humble in the presence of such a spirit of devoted service. Ill health finally took him away from the work he loved and forced him to spend his last years in leisure. But we venture to guess that many and many of those last hours found him in fancy still doing the thing to which he dedicated his life—practicing pharmacy.

Two different sorts of men, both of them admired, respected, and loved. Both gone now, and as we pen these lines we feel the futility of trying to pay the tribute our love for them would pay if only we could express the feelings that the lives of two such men inspire.

Selling a License

A few days ago we went into a so-called drug store expecting to find a registered pharmacist in charge. On inquiry it developed that a sort of soda-magazine shop had employed a retired pharmacist to put up his license in the place, come around

about once a day, and thus give the appearance of legality to a store that is in no sense of the word a drug store. The owner appreciated the commercial value of having his shop called a drug store and the pharmacist he employed(!) had so little appreciation of his license that he was willing to sell it for a mess of pottage. This same sort of thing happens in every state. Fortunately in North Carolina the State Board Inspector has been able to stop a great deal of the practice but it still goes on here and there.

In these days of depression a little money coming from any source is a welcome visitor, and the best of us are apt to do things to get it which we would scorn doing if money were plentiful. But even in these tight times we ought to draw the line somewhere, and among the lines that ought not to be crossed is the one of a pharmacist who will connive at undermining the structure of pharmacy by selling his license to a store owner who wants to trade on the prestige of drug stores by calling some little hole-in-the-wall a drug store, and getting away with it because he can point to a pharmacist's license as his legal excuse.

Change in Board Examinations

The JOURNAL is just in receipt of information from Secretary-Treasurer F. W. Hancock to the following effect:

"The examination rules of the North Carolina Board of Pharmacy have been amended in the following manner:

"A general average of 75%, with not less than 60% in any branch, except Practical Pharmacy wherein not less than 75% shall be required to pass. Effective from June 1, 1933. Applicants making a general average of 75% in the written examinations, but failing to make 75% in the practical must retake and pass the latter before license will be granted."

"The change applies to both the Registered Pharmacist and Assistant Pharmacist and makes the minimum passing percentage seventy-five in Practical Pharmacy only, instead of sixty. There is no change in the minimum of the written branches."

A Word About the Sale of Drug Products in Grocery Stores

By J. A. Goode

President N.A.R.D.

In response to a statement issued by me outlining the position of the National Association of Retail Druggists with respect to the sale of drug products in grocery stores, I have received possibly a thousand letters from the members expressing their approval.

In reply to a blank inserted with the statement mentioned above in the *American Druggist* inviting druggists throughout the country to endorse the position through a written expression of their sentiments, I am advised by Mr. Herbert R. Mayes, the Editor, that approximately ten thousand favorable answers have been received to date. Chairman Dargavel and I visited New York a few days ago and viewed this large collection of responses exhibited to us by Mr. Mayes. We also discussed the question at length with Mr. Jerry McQuade, Editor of *Drug Topics*, who has spent several weeks in the southwest personally observing the rapidly increasing sale of drug products in grocery stores. It was Mr. McQuade's opinion that the subject demands immediate consideration by the industry and exhibited information sufficient to convince those who would minimize the problem that the condition threatens not only the solvency of the drug industry, but also endangers the public welfare.

In the interest of public health, as pointed out in my statement as the basis for one objection by the Association to the sale of drug products in grocery stores, I requested Mr. R. D. Keim, General Sales Manager of the E. R. Squibb & Sons, to invite manufacturers to form a committee with whom this subject might be discussed. I am advised that the committee is now practically completed. Wholesalers have been invited

to name committees, as well as the large chain store organizations. This represents approximately one hundred per cent. of the distributors of drug products in drug stores. The distributors committee will, at an early date, hold a meeting with the manufacturers committee in the hope of perfecting plans through which the drug industry will be protected and the public health safeguarded. The various state associations will, no doubt, endorse the plan at their coming meetings. This is certainly one question on which all of the drug industry should be found in complete agreement. Chairman Dargavel and I have not, in any sense, dictated as to the personnel of the manufacturers committee.

While it is not practical for me to attempt to answer at once each and every one of the letters I have received on this subject, please be assured of my deep appreciation for your co-operation and that I will acknowledge your communication in the due course of time. When the Committee is ready to function, in light of the figures before me at this time, I shall not be surprised that the officers of your Association shall be in position to speak in behalf of the overwhelming majority of retail druggists of the country by direct request.

It would please me very much to know that every druggist had posted in his store the statement outlining the position of the National Association of Retail Druggists on the sale of drug products in grocery stores and it will please you, I am sure, to watch the progress made in this controversy by your National Association.

With your full co-operation, I am constrained to believe that a solution satisfactory in every way will be accomplished.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Are you doing your duty towards signing up new members for the T.M.A.? Give us a little co-operation and send in some new applications accompanied by checks!

—T.M.A.—

The honor of being the first member of the Auxiliary to pay dues for this year goes to **Ralph Alexander**, who sells Norris caudies. The second member to send in check is a member of the Board of Governors, **C. Rush Hamrick** of the Kendall Medicine Company, of Shelby, while the third is **E. M. Hannon**, of the Scott Drug Co., of Charlotte. We appreciate the checks and trust that more of the members will forward remittance within the next few days.

—T.M.A.—

Every time we talk with **M. J. Leimkuhler**, Chairman of the Entertainment Committee for the Charlotte convention, we become more enthusiastic in regard to the entertainment to be furnished this year. Mr. Leimkuhler is making an effort to surpass all previous entertainment given by the T.M.A.

—T.M.A.—

Are you doing your bit to advertise the Charlotte convention? It is the duty of every member to do everything possible to persuade druggists to attend the convention this year.

—T.M.A.—

—T.M.A.—

BACK HOME

By L. A. McINTIRE

I've done a lot of traveling—
My day and in my time.
I've seen a lot of thrilling sights
In almost every clime.
I've won a lot of pleasant friends—
Fine people everywhere—
Both poor and rich—they're real folks, too—
For whom I've learned to care.
I've spent a lot of happy hours
From Arcachon to Nome,
But—Gee! I want to tell you, Folks,
It's great to get back home.

You start out on your journey, fresh,
A-bubbling o'er with zeal,
Your mind a-teeming full of plans
Of things to do, and feel
That life for you means traveling,
A-seeing folks and things,
Constructing bridges, writing books
Or selling piston rings.
You keep so mighty occupied
You haven't time to gloom,
But—Gee! I want to tell you, Folks,
It's great to get back home!

Perhaps it may eventuate
You're off for Europe's shore
To see old fated London Tower
The Louvre and Sphinx of yore,
The Rome of Ancient Caesar's time,
The Greece of Plato's day,
Or may be China or Japan
Is where you've spent your stay.
A wondrous trip, you fondly muse,
'Neath Heaven's star-decked dome,
But—Gee! I want to tell you, Folks,
It's great to get back home!

I've done a lot of traveling,
But this I'll never learn—
To quite forget my home back there,
And often times I'll yearn
For old Houssain's gay magic rug
To whisk me back the while,
To glimpse the spot so dear to me
And see a loved one's smile.
There're many wondrous sights to see,
From Hudson Bay to Rome,
But—Gee! I want to tell you, Folks,
It's great to get back home!

Copied from the Sample Case.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Legislative Situation

This is written on the one-hundred and twelfth day of the Legislative Session, which exceeds the sixty-day Constitutional term by fifty-two days. And at this late time, even, the end is nowhere in sight. Of course, it is possible to bring the session to a close by May 5th, however, this appears most unlikely, because of the present unsettled set-up.

While it is true that most of the major pieces of legislation have already been enacted into law, there remains the big problem of providing sufficient revenue to balance the state's budget for the next biennium and to provide for disbursements under the appropriation bill that has already been adopted. To meet these requirements an additional eight or ten million dollars must be raised from new sources of revenue. The only new sources left appear to be found only in the sales tax field. The form that is to be decided upon even now is uncertain.

It is true that the House passed the Budget Revenue Bill carrying a general sales tax of two per cent. The Senate, however, following the action of its Finance Committee is expected to raise this rate to three per cent, if it adopts the general sales tax. Sentiment for the selected commodity tax has been growing for the latter form in this body during the past few days to the extent that a large number of law makers think it will be substituted for the general sales tax adopted by the House. In this event it is felt that the House would concur in this action. Regardless of which form that will be adopted, there will be a bitter fight on both forms. The best bet seems to be that in the final analysis a general sales tax carrying a rate of from two to three per cent will be enacted into law.

With this in view, our big task is to obtain some sort of compulsory collection provision that will make it possible for the mer-

chant to collect the tax. Otherwise, it will be disastrous in application and effect. The sub-finance committee worked out a scheme calling for the use of stamps by the merchant purchased by the State. This plan met with such strong protests from the merchants of the State that it was abandoned by the Finance Committee. Yet, the plan proposed is the most feasible one that has been proposed up to the present time.

Attempts were made to substitute the selected commodity tax proposal for the general sales tax submitted by the Finance Committee. After a bitter fight this plan was voted down. In this connection, it may be said that the bill submitted included a great many more articles than the measure proposed at the 1931 Legislature. The additions were made in order to bring up the revenue. One of the big objections to the selected commodity tax is that the revenue it will produce will not begin to meet the needs of the State. Its supporters claim that the revenue it will produce will exceed ten million dollars, which estimate to others is unreasonably high, even with the many articles that have been added to the 1931 bill. It is thought that its yield will not exceed six million dollars, while it is conceded that the general sales tax will produce more than three million dollars for each one per cent levy. The following are the articles taxed by the selected commodity tax bill and the rates of taxation:

Tobacco, Etc.

Manufacturer Tobacco:

Cigars: A tax varying from \$4 to \$10 per thousand.

Cigarettes: A tax of two cents per package upon all packages containing 12 cigarettes or less and a tax of 3 cents per package upon all packages containing twenty cigarettes.

Smoking tobacco, a tax of one cent for each five cents of retail price.

Shot Gun shells, \$4.00 per thousand.

Rifle and pistol cartridges, \$2 per thousand.

Candy retailing at 50 cents per pound or more, 1 cent on each ten cents of retail price.

Playing cards, 5 cents on each 50 cents or fractional part thereof.

Malt extract: ten per cent, when used for other than by commercial bankers and to malt used in industry.

Automobiles

Automobiles, auto trucks or trailers retailing for \$400 and less than \$1000, \$5.00; those retailing for \$1000 and less than \$2000, \$10.00; \$2000 and less than \$3000, \$20.00; \$3000 and over, \$30.00.

Admissions and Amusements

Admissions 35 to 50 cents a tax of five cents.

Less than 35 cents a tax of one cent for each 10 cents or fraction thereof.

Where admission is more than 50 cents a tax of one cent for each ten cents or fraction thereof.

Soft Drinks

A tax of 70 cents on every gallon of syrup for fountain use.

Bottled drinks a tax of 1 cent for each 5 cents of retail selling price, to be collected through crowns furnished by the State.

Malt Liquors

This tax is now being worked out by joint Senate and Finance Committees.

Coffee

Two cents per pound.

Kerosene

A tax of two cents per gallon.

Intra State Passenger Fares

Fares between 25 and 50 cents, a tax of 5 cents; 50 cents and \$1.50, 10 cents; \$1.50 and \$3.00, 15 cents; over \$3.00, 20 cents; no tax on fares under twenty-five cents.

Electrical Energy

Two per cent tax on all domestic and commercial electricity. This tax to be collected by the power companies and paid to State, as is done in re the Federal Tax. This does not apply to industrial users.

Illuminating and Heating Gas

Five per cent tax to be handled as tax on electricity.

Telephone Instruments

A tax of ten cents per month upon each telephone instrument.

Wearing Apparel

5 per cent on men's suits and overcoats retailing for \$10 and less than \$20.00; 10 per cent on suits and overcoats retailing for \$20.00 and more; 5 per cent on all women's dresses, cloaks and furs retailing for \$10.00 and less than \$20.00; 10 per cent on all such retailing for \$20.00 and more; 5 per cent on all men's and women's shoes retailing for \$2.00 or more; 5 per cent on all men's and women's hats retailing for \$2.00 and more; 5 per cent on all bathing suits and luggage.

Sporting Goods

A tax of ten per cent on all sporting goods retailing for \$1.00 or more.

Tires and Inner Tubes

A tax of five per cent.

Chewing Gum

A tax of one cent on each package.

Pharmacists Removed from Professional Tax

After four unsuccessful attempts to get pharmacists removed from the professional tax, we succeeded in getting the Senate sitting in Committee of the whole to do this at today's session. We are hopeful that this additional tax may be kept from being placed upon pharmacists. However, there will be danger of the provision imposing the tax going back in along with physicians, attorneys, etc., until the final readings of the revenue bill.

3.2 Beer

The sale of 3.2 beer will be lawful in North Carolina on and after May 1. Definite information governing the requirements of dealers is not available at this time. Full information will be furnished in a later issue of the JOURNAL. In the meantime those of our members who desire to sell beer should communicate with Hon. A. J. Maxwell, Commissioner of Revenue. The measure containing the machinery for the sale of beer is still in the process of enactment. Amendment after amendment has been adopted, and until the measure is finally enacted, its provisions will not be known.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

General News Items

June 20-22 is the date—make your plans to attend the convention now!

Mr. J. C. Taylor, formerly with Mack's Drug Store in Durham, advises us that his address is now the Taylor Drug Co., 1114 Angier Ave., in the same city. Here's congratulating Mr. Taylor upon his new business venture and wishing him every success!

We have just learned that Mr. R. D. Sanford, who has been connected with Winston-Salem drug stores for the past several years, is now located with the Hollingsworth Drug Co., No. 1, in Mount Airy.

Merriman's Pharmacy, 216 Providence Road, Charlotte, was recently opened, with Mr. W. D. Merriman as proprietor. Mr. Merriman was formerly with the Myers Park Pharmacy.

The Durham Drug Co., with principal office in Durham, has been incorporated to own and operate a drug store with authorized capital stock 1,000 shares without nominal or par value. The incorporators are Messrs. Germain Bernard, T. T. Pickett, and W. A. Liles, all of Durham. We understand that the new company is a consolidation of R. Blacknall and Son and the Five Points Drug Co., and will be located on Main St., near Five Points. It will open for business about May 15.

A new pharmacy for Bryson City is the Swain Cut Rate Drug Store with Messrs. W. R. Richardson, H. B. Brown, Robert Sandlin, and Jas. Cordel as the owners.

Mr. F. H. Hodges, of Boone and Blowing Rock, is now located with the Jones Vance Drug Co., in Johnson City, Tenn. We hate to lose Mr. Hodges from this State and hope he will come back to see his North Carolina friends frequently.

Mr. J. P. Stowe is making great plans for the Charlotte convention. You cannot afford to miss the meeting!

Mr. C. W. Henderson has opened the Cut Rate Drug Store at the corner of Pine and Proctor Sts., Durham.

Mr. W. L. Cameron has succeeded Mr. C. B. Strickland with the Southside Pharmacy in Spring Hope.

Mr. D. P. Chamblee, of Wakefield, who graduated from the State University in 1929, is the proprietor of the Stuart Circle Pharmacy, 1601 Park Avenue, Richmond, Va.

The W. C. Gamble Drug Co., has been opened in Monroe on Main and Jefferson Streets.

We understand that the Thompson-Watkins Drug Store in Rutherfordton has discontinued business.

Everybody is going to Charlotte. Be sure to be there when President A. C. Cecil calls the convention to order!

Mr. C. N. Herndon is a candidate for election to the city council of Greensboro from district No. 2.

The Owens Drug Co., of Winston-Salem has been incorporated to own and operate a drug store. The authorized capital stock is \$50,000 with subscribed stock, \$300. The incorporators are Messrs. A. Brock, F. T. Lunn, and Frank H. Lunn, all of Winston-Salem.

Mr. W. A. Sample is now with the Boulevard Drug Store in Statesville.

Robbers looted the Shaw and McLean Drug Store at Wagram early on March 28 and secured several flashlights, some cigarettes, and three dollars from the cash register. They battered the safe, in an effort to crack it, so that the owners could not get it open the next day. The night policeman reported the front door, which was found broken, secure when he went off duty just before daylight.

Mr. G. P. Johnson, originally from Wallace, but for the past several years with the Speer Drug Co., in Wilmington, has

opened Johnson's Drug Store in the Masonic Building in Jacksonville.

Mr. Rawley Galloway has sold his Hillsboro St. store to Messrs. E. K. and J. E. Keith who are operating it as the State Drug Store. Mr. P. Fullenweider continues in charge of the prescription department.

State Board Examinations

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall of Pharmacy at Chapel Hill on June 13 at 9:00 a.m. Application for the examination must be filed ten days before the above date. For further information write to Secretary-Treasurer F. W. Hancock, P.O. Box 910, Oxford, N. C.

School of Pharmacy Notes

The students of the School of Pharmacy at the State University gave their annual dance in the Bynum gymnasium on the evening of April 7. Music was furnished by Jelly Leftwich's orchestra. A large number of alumni were present for the occasion. The dance leaders were Messrs. Clayton Curry, of Lexington, president of the pharmacy student body; M. L. Cline, of Granite Falls, president of the third year class; Nyal Womble, of Pittsboro, president of the second year class, and Harry Murrell, of Durham, president of the first year class. Members of the Faculty and their wives acted as chaperones.

During the week of April 10 elections were held for two important student offices and as a result Mr. R. R. Wells, of Henrietta, was chosen pharmacy representative on the student council, and Mr. W. H. Houser, was selected as president of the student body of the School of Pharmacy for the year 1933-34. Messrs. Wells and Houser are both members of the rising senior class.

At the end of the winter quarter the

following students were elected to membership in the Rho Chi fraternity: Messrs. F. B. Ham, of Greensboro; W. L. Hickman, of Fayetteville; M. L. Cline, Granite Falls; S. G. Clark, Pittsboro; and U. S. Puckett, of Stovall. Rho Chi is the national honorary pharmaceutical society and eligibility for membership is based on high attainment in scholarship, character, personality, and leadership. All candidates selected for membership must have completed 75 credit hours of college work.

Of interest also to JOURNAL readers is the announcement of the election by the entire student body of the University, of Mr. E. C. Daniel, Jr., of Zebulon, as editor of the Carolina Magazine. Young Daniel is the son of the Zebulon druggist and one of the most popular students in the University.

An Interesting Gift

Mr. O. R. Black, proprietor of the Central Drug Store in Bessemer City, has just presented to the School of Pharmacy Museum at the University a rare old hand balance that he secured while in charge of a dispensary in Germany immediately after the World War. Mr. Black saw service in France and was later with the Army of Occupation. The dispensary was located in a German Civilian Hospital on the Rhine River and was owned by Roman Catholics. The balance had been used since the seventeenth century. This gift is greatly prized by the University and has been placed in a conspicuous place in the pharmacy museum.

We Knew There must be Others

Last month we published in the Journal an article about Raleigh's Oldest Telephone—the one in the drug store of Mr. S. W. Williams which has as its number—No. 1. We also mentioned that the drug store of H. R. Horne and Sons in Fayetteville has the same number and asked if any other drug stores in the State had the first telephone in their towns. We felt certain there were others and sure enough we have already heard of three!

Mr. Frank Dayvault, who is with George C. Goodman and Co., in Mooresville, writes us that his firm has had the same phone number (and perhaps the same phone)

since Mooresville installed telephones. The letterhead in large letters shows that the phone number is No. 1. This is one of the oldest drug stores in the State having been established in 1879 and the proprietor, Mr. Geo. C. Goodman, is one of the most greatly beloved pharmacists in North Carolina. He was licensed as a pharmacist in 1881, the first year of the Pharmacy Act, and has been a member of the N. C. P. A. since the same year. The only reason he is not a charter member is because the letter of notification of the organization meeting failed to reach him! Mr. Goodman "finds his greatest satisfaction and pleasure in the fact that he has been able to hold during the half-century of his business career the patronage of his first customers and not only his first but the second, and sometimes third generations that have followed their antecedents in trading at Goodman's Drug Store." Incidentally, the store has three registered pharmacists, Mr. Goodman himself, and Messrs. Frank W. Dayvault and G. S. Templeton, all members of the N. C. P. A.

Mr. E. C. Daniel advises us that the first phone to be installed in Zebulon was the one in his drug store, the Zebulon Drug Co., and is No. 1. It was installed by the old Will Wynne system out of Raleigh, and was a one-line system with phones at Knightdale, Eagle Rock, Wendell, and Zebulon. There were different rings along the line so that each party might know when some one was calling his place. From this line a connection was made for ten miles in various directions from Zebulon to country stores, which put the drug store in touch with the surrounding community. Mr. Daniel states that some of these old lines are now in use under the Bell system. He further says, "our phone was put in in 1908 and I believe until now it is the most used phone in Zebulon. We are very proud of our number."

Mr. C. B. Miller tells us that the first long distance telephone ever established in Goldsboro was placed in the store of the Goldsboro Drug Co. A few months thereafter a small exchange was installed in the upstairs of the drug store building. The

first telephone ever established in the local exchange was placed in Mr. Miller's store and numbered, "One." The firm still enjoys the distinction of having the same number. This was over thirty years ago and the number has never been changed during that time. The Goldsboro Drug Co., is another of North Carolina's old drug stores as it was established in 1870 and boasts of "fifty-nine years of continuous service."

We know there are still other drug stores having No. 1. How about yours?

Deaths

William Niestlie

On April 11 news reached us of the death of Mr. William Niestlie that day at his home in Wilmington. He was probably the oldest pharmacist in the Cape Fear capital as he had been in the drug business since October, 1878. The writer had known him since earliest childhood and during all the years he had been a real friend. When we began work in this office Mr. Niestlie immediately wrote us and expressed his pleasure that we were associated with the organization that he so dearly loved. Again and again he has helped us with this section of the JOURNAL and at Christmas, Easter, etc., there was always a word of greeting. We first knew the State Association through him. We remember one day he called up the relative's house in which we were visiting and said, "I am calling up my customers to ask that they order everything they need today as I want to close my store tomorrow to attend the meeting of the State Pharmaceutical Association". He has been a member since just after he was licensed in 1886 and frequently contributed papers at the annual meetings. He was made an honorary life member in 1932. He could not often attend the conventions but there was always some message from him and he never failed to contribute a basket of Venus Fly Traps. Shortly after his seventieth birthday in early 1930 he wrote us as follows: "I have been for many years the Old Venus Fly Trap crank and have had many specimens to give pleasure at

the meeting. My race is nearly run as I have been fifty-one years behind the drug counter without a break—many hours of labor and many steps taken daily. I feel thankful that God has blessed me to be able to wait on the public these many years.”

William Hicks Justus

It is with genuine sorrow that we inform our readers of the death of **Mr. William Hicks Justus** at his home in Hendersonville on March 6. Mr. Justus had always taken the keenest interest in the State Association having been a member since the year he was licensed—1887. He was born in Hendersonville on January 12, 1857 and had lived in that town his entire life. One of his keenest pleasures was in recalling events of the days when his native city was just a cross-roads town. He was graduated from Vanderbilt University in 1886 with “first honors” and with the degree of Ph.G. Several years prior to this date—on January 1, 1882—Mr. Justus opened a drug store in the building at 218-220 N. Main St. in partnership with Dr. Columbus Few under the name of C. Few and Co. Upon his graduation he took entire charge of the

business and the name was changed in 1889 to the Justus Pharmacy. About two years ago his health broke down and he retired from active business in favor of his son, **Mr. Fred Justus**, but he still retained a real interest in all matters pertaining to pharmacy. He had not been able to attend an Association meeting since the Asheville convention in 1929, but he still retained his membership in the organization. In his death the Association has lost one of its most devoted members and the druggists of North Carolina a most loyal friend.

Carl T. Miller

News has just reached us of the death in Wilmington of **Mr. Carl T. Miller** following an illness of several weeks. Mr. Miller was born in the Cape Fear city on July 19, 1883 and received his pharmaceutical education at the State University. He was licensed in 1905 and had been a member of the State Association since 1916. He had practiced his profession in Wilmington, Biltmore, Asheville, Greensboro, Raleigh, Roxboro and for the past year or more had been the proprietor of the Peoples Drug Store in Wilmington.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.



Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods



We solicit your orders. Our experience of over 70 years insures our ability to serve you satisfactorily.

Acute Gastro-Intestinal
Disorders Respond to

NEPENTHE

No opiates - - - Carminative

Anti-Spasmodic - - Sedative



Neutralizes and expels the acrid offending matter from the stomach and bowels, instead of retaining it to fester and destroy. For adults and children.

Samples free to Physicians on request.

PREPARED ONLY BY

THE TILDEN CO.

Pharmaceutical Chemists
Since 1848

New Lebanon, N. Y. - - - St. Louis, Mo.



Covers Carolina Consistently!



Consistent advertising, day after day! That's the way the Capudine Chemical Company coöperates with Carolina druggists. The natural result—consistent demand for Capudine, rapid turnover, and steady profits.

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.

You Can Eat Your Cake and Have It!

YOU CAN HAVE FIRE INSURANCE PREMIUM SAVINGS
WITHOUT SACRIFICING STRENGTH OF PROTECTION

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY
American Building Cincinnati, Ohio

OFFERS RETAIL DRUGGISTS THE STRONGEST OF *CAPITAL*
STOCK PROTECTION AT A SUBSTANTIAL SAVING
IN PREMIUM CHARGES.

ASK US FOR OUR RATE ON YOUR STORE

OURS IS A COMPANY FOUNDED BY RETAIL DRUGGISTS
FOR THE ADVANTAGE OF RETAIL DRUGGISTS AND IT IS
THE ONLY CAPITAL STOCK FIRE INSURANCE COMPANY
WHICH WRITES EXCLUSIVELY ON THE PROPERTY OF
RETAIL DRUGGISTS.

Some of Our State Agents

N. F. Reiner
Marlborough & Kensington Rd.
Asheville, N. C.

A. A. Coleman
Greenwood
South Carolina

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT
CHAPEL HILL, N. C.

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Associate Editors.....{ F. O. BOWMAN
 { ALICE NOBLE

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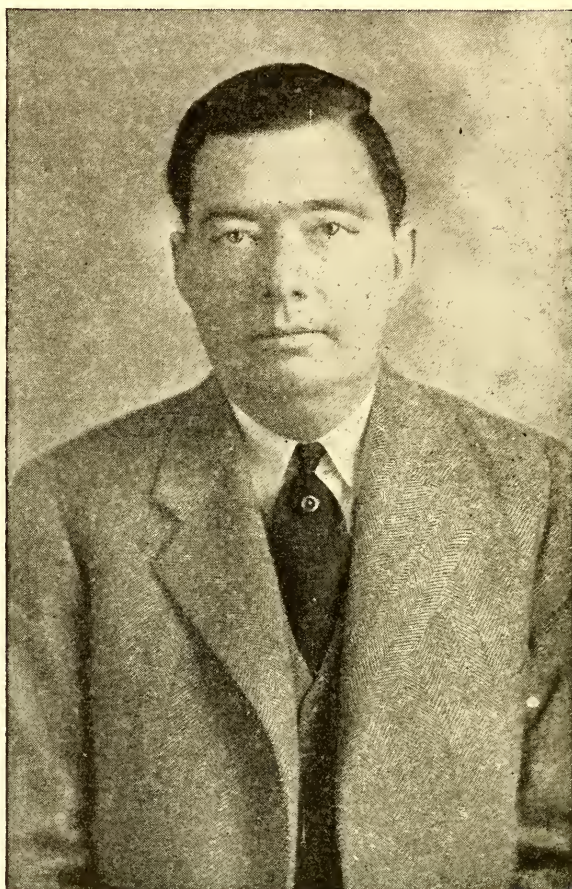
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M. J. LEIMKUHLER, Charlotte

R. A. McDUFFIE, Greensboro
C. B. MILLER, Goldsboro

In the pages that follow will be found a complete program of the Charlotte convention of the North Carolina Pharmaceutical Association. Appearing also on these pages are photographs of persons taking a prominent part in the convention. Everything at this time indicates an unusually large attendance and a highly valuable meeting. Charlotte affords a good setting for the convention. One oftentimes hears the statement that Charlotte is the best of the larger cities in North Carolina. Several reasons are advanced in support of this statement. Whether it is the BEST or next best is beside the point; it IS a fine place to visit or in which to live. We happen to know the place well and are among its real "boosters." Because we like it, admire its people, and enjoy its many advantages, we are glad that it was chosen as the meeting point this year for the druggists of the State, and we genuinely hope that it will be a sort of Mecca in June to which hundreds of druggists will travel.

The summer examinations of the North Carolina Board of Pharmacy will be held
June 13 in the Howell Hall of Pharmacy, Chapel Hill.



A. COKE CECIL, of High Point

President of the North Carolina Pharmaceutical Association

President Cecil will preside over the convention's sessions in Charlotte. Mr. Cecil has worked very earnestly and very effectively during the past year in directing the policies and management of the Association.

OFFICERS AND COMMITTEES OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

A. Coke Cecil, High Point.....	.....	<i>President</i>
J. M. Hall, Sr., Wilmington.....	.....	} <i>Vice-Presidents</i>
H. M. Cooke, Sr., Spencer.....	.....
J. G. Beard, Chapel Hill.....	.....	<i>Secretary-Treasurer</i>
G. M. Andrews, Burlington.....	<i>Assistant</i>	<i>Secretary-Treasurer</i>
Alice Noble, Chapel Hill.....	.....	<i>Associate Secretary</i>
J. P. Stowe, Charlotte.....	.....	<i>Local Secretary</i>
F. O. Bowman, Chapel Hill.....	.....	<i>General Counsel</i>
E. V. Zoeller, Tarboro, <i>Chairman</i>.....	.....	<i>A. Ph. A. Delegates</i>
J. A. Goode, Asheville, <i>Chairman</i>.....	.....	<i>N. A. R. D. Delegates</i>

Committees

EXECUTIVE

A. Coke Cecil, *Chairman*

J. M. Hall, Sr.
H. M. Cooke, Sr.

J. G. Beard
C. L. Eubanks

Warren W. Horne
C. C. Fordham, Sr.

LEGISLATIVE

J. P. Stowe, *Chairman*
C. P. Harper
J. C. Brantley, Sr.
F. W. Hancock
F. F. Lyon

RESOLUTIONS

J. A. Goode, *Chairman*
Warren W. Horne
C. L. Eubanks
J. P. Stowe
A. E. Weatherly

U. N. C. SCHOOL OF PHARMACY

W. L. Moose, *Chairman*
J. C. Prantley, Sr.
C. N. Herndon
D. A. Dowdy
C. T. Council

INSURANCE

C. L. Eubanks, *Chairman*
J. L. Sutton
J. P. Stowe
F. O. Bowman
S. M. Purcell

MEMBERSHIP

C. C. Fordham, Sr., *Chairman*
J. H. Best
J. N. Eubanks
C. N. Herndon

U. S. P. AND N. F. PREPARATIONS

W. L. Moose, *Chairman*
A. C. Cecil
I. W. Rose
J. A. Goode
Warren W. Horne

PAPERS AND QUERIES

R. A. McDuffie, *Chairman*
E. F. Rimmer
E. C. Daniel

TRADE INTERESTS

John K. Civil, *Chairman*
W. C. Ferrell
R. P. Lyon

PRACTICAL PHARMACY AND DISPENSING

I. W. Rose, *Chairman*
Paul H. Thompson
Mattie E. Smith

Officers-Elect of the Association

The following officers, elected by mail ballot in 1932, will be installed at the Charlotte meeting of the Association:

J. C. Hood, Kinston.....	.....	<i>President</i>
R. A. McDuffie, Greensboro.....	.....	} <i>Vice-Presidents</i>
E. F. Rimmer, Charlotte.....	.....
P. B. Bisette, Wilson.....	.....	} <i>Secretary-Treasurer</i>
J. G. Beard, Chapel Hill.....	.....
Warren W. Horne (term expires 1934).....	} <i>Members of the Executive Committee</i>	
C. C. Fordham, Sr. (term expires 1935).....		
I. W. Rose (term expires 1936).....		

The T. M. A. Officers

A. D. Pollard, Raleigh.....	.....	<i>President</i>
P. A. Hayes, Greensboro.....	.....	<i>Vice-President</i>
J. Floyd Goodrich, Durham.....	.....	<i>Secretary-Treasurer</i>
M. J. Leimkuhler, Charlotte.....	.....	<i>Chairman Entertainment Committee</i>

BOARD OF GOVERNORS

W. A. Burwell.....	.....	Raleigh
W. McElveen.....	.....	Charlotte
H. L. Barnes.....	.....	Raleigh
C. Rush Hamrick.....	.....	Shelby
H. M. Gaddy.....	.....	Charlotte

CONVENTION PROGRAM OF THE FIFTY-FOURTH ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Monday, June 19

8:00 p.m.

Meeting of the Executive Committee of the Association, Room No. 1, Mezzanine Floor, Hotel Charlotte.

Tuesday, June 20

The registration of delegates and visitors will be under the direction of Assistant Secretary C. M. Andrews. The registration begins at 9:00 a.m., and will continue throughout the convention. A fee of \$1.00 will be charged each person participating in the business and entertainment program. This fee entitles the registrant to admission to every convention event.

Each person paying this fee will be given a badge and card that must be used for each convention event.

First General Session of the Association

11:00 a.m.

The Ball Room—The Hotel Charlotte

Convention Called to Order by President A. Coke Cecil.

Invocation by Rev. Albert Sidney Johnson, Pastor of the First Presbyterian Church, of Charlotte.

Address of Welcome on Behalf of the City of Charlotte, by Mayor Arthur H. Wearn (brother of the late Mr. Wm. H. Wearn).

Response by Mr. C. L. Eubanks.

Address of Welcome on Behalf of the Local Druggists by Mr. R. A. Dunn.

Response by President-elect J. C. Hood.

Roll Call by the Secretary.

Reading of Minutes of Preceding Meeting.

Report of the Membership Committee.

Applications for Membership Received and Acted Upon.

Reception of Visiting Delegates.

General Announcements by Local Secretary J. P. Stowe.

Introduction of the President of the N.A.R.D.

Receipt of Resolutions All of Which Must be in Writing.

Reading of Communications.

Section on Practical Pharmacy and Dispensing, Conducted by Chairman I. W. Rose.

Report of the Committee on U. S. P. and N. F. Preparations, by Chairman W. L. Moose.

Presentation of Plan by the Secretary-Treasurer for the Revival of a Women's Auxiliary.

12:00 m.

Important Meeting of the Traveling Men's Auxiliary in the Main Dining Room of the Hotel Charlotte.

2:00 p.m.

Informal Meeting of the ladies attending the Convention for the purpose of reestablishing the Women's Auxiliary, Room No. 1, Mezzanine Floor, Hotel Charlotte.

Second Session

2:00 p.m.

Convention Called to Order by the President.

Appointment of Nominating Committee.

Appointment of Committee on Time and Place of Next Meeting.

Annual Address of the President.

Annual Report of the Secretary-Treasurer.

Annual Report of the Executive Committee.

Receipt of Resolutions. All resolutions must be submitted in writing.

Annual Report of Secretary-Treasurer F. W. Hancock of the North Carolina Board of Pharmacy.

Report of the Insurance Committee, by Chairman C. L. Eubanks.

4:30 p.m.

Informal tea at the Hotel Charlotte tendered the ladies registered for the Convention followed by a drive over the City of Charlotte including all points of major interest.

9:00 p.m.

Dance at the Charlotte Country Club tendered the delegates and visitors registered for the Convention by the druggists of Charlotte. During the evening refreshments will be served.*

Wednesday, June 21

10:30 a.m.

Bridge Party followed by a luncheon at the Charlotte Country Club for the ladies. Other games may be played. Attractive prizes will be awarded.

Third Session

10:00 a.m.

Convention Called to Order by the President.

Receipt of Resolutions, All of Which Must be Submitted in Writing.

Report of the U. N. C. School of Pharmacy Committee, by Chairman W. L. Moose.

Address by Mr. David Ovens, General Manager of J. B. Ivey and Co., of Charlotte, and President of the Charlotte Merchants Association. Subject: "Simplicity as an Asset."

Report of the Papers and Queries Committee by Chairman Roger A. McDuffie.

The following problems have been scheduled for free discussion and action at the Convention. Each question will be introduced by a selected member of the Association. Other questions will also be discussed.

The Best Method of Collecting the Consumer's Sales Tax.

Beer Sales in Drug Stores.

Drug Sales in Grocery Stores.

The New Bankruptcy Law.

How Will Inflation Affect the Drug Business?

What Percentage of Sales Can a Druggist Afford to Pay in Rent?

The Problem of the One-Man Drug Store.

Have Own-Make Preparations Lost Their Value?

Should Druggists Push Preparations that Pay Little if Any Profit?

Is Dispensing by Doctors Increasing? If so, How Can the Practice be Lessened?

Are Local Associations of Value Any Longer?

Can Independent Druggists Compete Successfully with Chain Stores?

The Profession of Pharmacy in the Future.

Report of the Legislative Committee, by Chairman J. P. Stowe.

Report of Mr. F. O. Bowman, Counsellor for the North Carolina Pharmaceutical Association.

Fourth Session

2:00 p.m.

Convention Called to Order by the President.

Second and Extended Discussion of Current Problems Under the Direction of Chairman McDuffie.

Report of the Trade Interests Committee, by Chairman John K. Civil.

Report of the Delegates to the A.Ph.A., by Chairman E. V. Zoeller.

Report of Delegates to the N.A.R.D., by Chairman J. A. Goode.

Address by Dr. J. T. Burrus, President of the North Carolina State Board of Health.

Subject: Relation of Doctors and Druggists—"The Importance of Both, and the Economic Set-up of Community and State."

* Members so inclined are requested to bring along bathing suits to enjoy the large indoor pool in the club house.

4:00 p.m.

Moving picture party for the ladies registered for the Convention.

8:30 p.m.

Night Club Show and Dance at the Charlotte Armory given by the Traveling Men's Auxiliary in honor of those registered for the Convention. Refreshments will be served throughout the evening and at eleven o'clock a buffet supper will also be served.

Thursday, June 22

Fifth Session

10:00 a.m.

Convention Called to Order by the President.

Report of the Committee on the President's Address.

Report of the Resolutions Committee by the Chairman.

Report of the Membership Committee by Chairman C. C. Fordham, Sr.

Address by Mr. Howard M. Wade, President of the H. M. Wade Manufacturing Co.

Subject: "Business for Profit."

Report of the Committee on Time and Place of Next Meeting.

Report of the Nominating Committee.

Election of Officers.

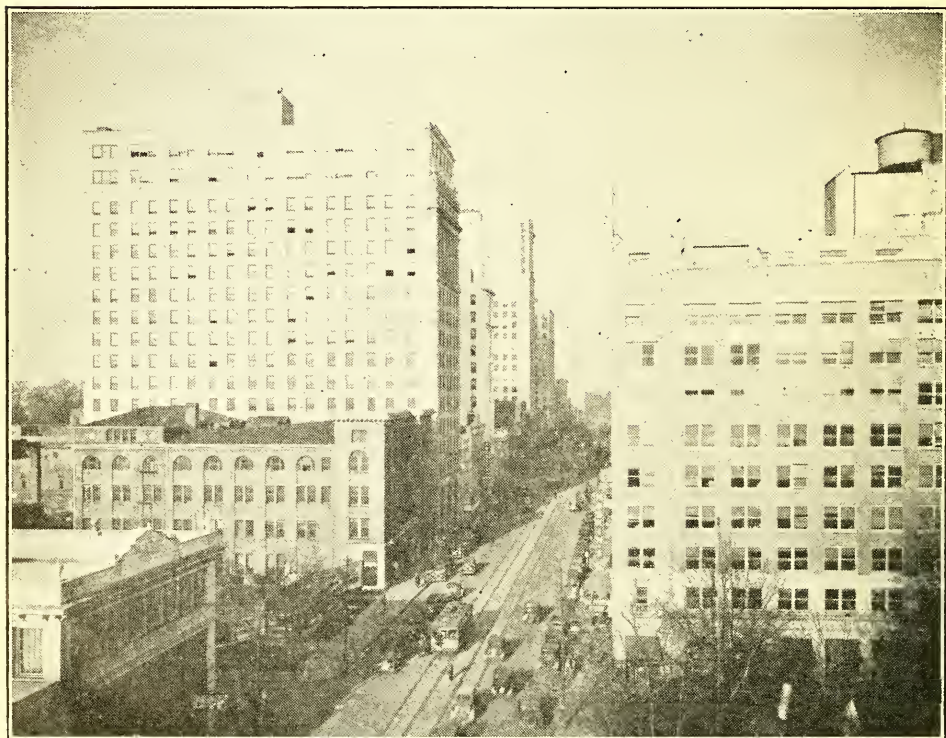
Miscellaneous Business.

Installation of Officers for the Ensuing year.

Final Adjournment of the Convention.

Notes: Valuable prizes will be given (to registered delegates *only*) at various times during the Convention.

Free golfing privileges at the Myers Park Country Club will be extended to all registered delegates who desire to play and who secure complimentary cards at the registration desk.



A SECTION OF CHARLOTTE'S BUSINESS DISTRICT

LOCAL COMMITTEES

GENERAL ENTERTAINMENT COMMITTEE

J. P. Stowe, *Chairman*Thomas Smith
Walter ScottJ. B. Hunter
T. A. WalkerREGISTRATION AND
INFORMATIONJ. F. Goodrich, *Chairman*

John K. Civil

E. F. Rimmer

Mrs. Louis Burwell

Mrs. Louis Holmes

LADIES ENTERTAINMENT
COMMITTEEMrs. J. B. Hunter, *Chairman*

Mrs. E. F. Rimmer

Mrs. Clyde Lisk

Mrs. J. K. Civil

Mrs. T. A. Walker

Mrs. Walter Scott

Mrs. M. E. Pierce

Mrs. M. M. Murphy

Mrs. Herman Cline

Mrs. T. P. Williams

Mrs. Louis Burwell

Mrs. E. M. Hannon

Mrs. Joe Monroe

Mrs. Chas. H. Smith

Mrs. Sam Avner

Mrs. Harry R. Stowe

Mrs. L. H. Stowe

Mrs. Thos. N. Edwards

Mrs. J. K. Hand

Miss Mattie E. Smith

Miss Belle Ward Stowe

Miss Fay Blanton

PUBLICITY

E. F. Rimmer, *Chairman*

Herbert C. Chandler

Sam Avner

PRIZES

J. K. Civil, *Chairman*

D. C. Lisk

J. P. Hudson

Harry Stowe

RECEPTION

E. F. Rimmer, *Chairman*

R. P. Lyon

Walter Scott

M. M. Murphy

L. H. Stowe

TRANSPORTATION

Herman Cline, *Chairman*

Mrs. E. F. Rimmer

Mrs. J. K. Civil

Miss Belle Ward Stowe

C. O. Kuester

FINANCE

R. P. Lyon, *Chairman*

R. K. Blair

Herman Cline

BADGE

Thos. Williams, *Chairman*

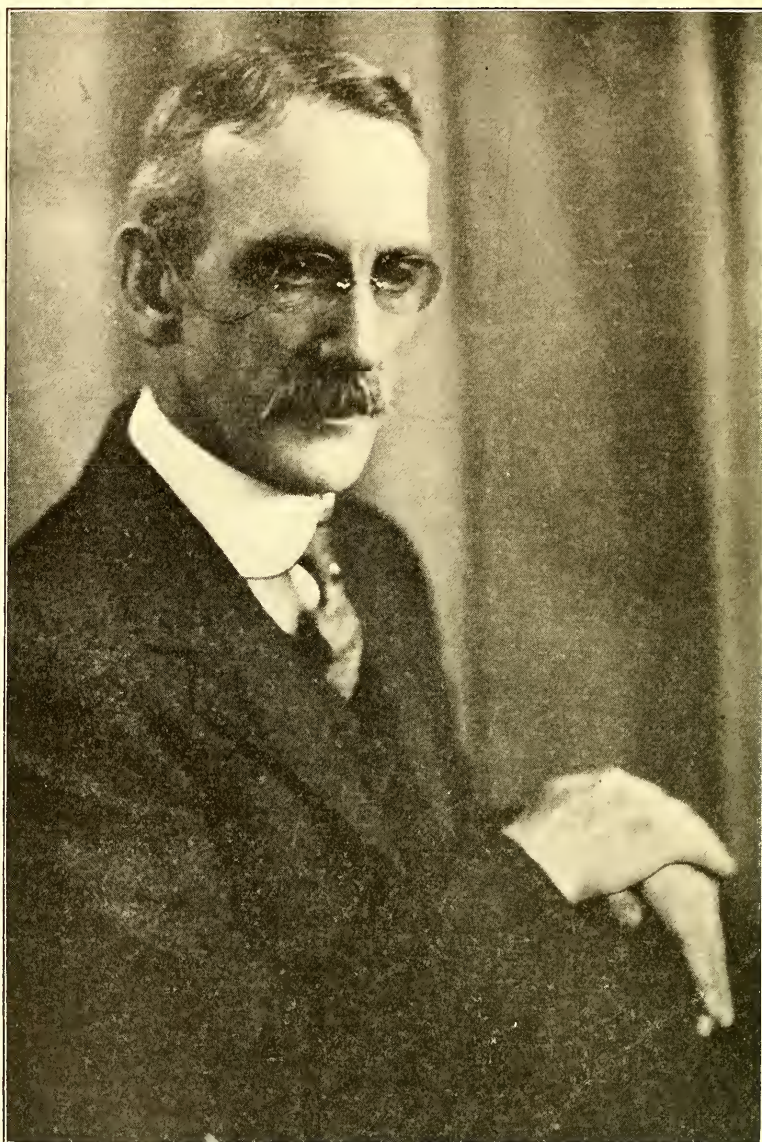
Louis Holmes

J. K. Civil



THE CHARLOTTE ARMORY

Where the T.M.A. Will Entertain the Convention



LOCAL SECRETARY J. P. STOWE, of Charlotte

The man responsible for this year's convention of the Association and the man who for a great many years has served the Association in almost every capacity, and who during the session of the General Assembly this year as Chairman of the Legislative Committee was one of the most loyal and effective workers that represented the Association in Raleigh.

A Tribute to Jim Stowe

As indicated elsewhere in this issue, Mr. J. P. Stowe is Local Secretary in charge of the Charlotte convention. This is but one of the numerous efforts that Mr. Stowe has put forth for the Association. As a member since 1906 he has served in almost every phase of Association activity. For example, we would hesitate to guess how much of his time and money have been given the organization this year in going to Raleigh and working hard and effectively to protect retail druggists from ill-advised legislation. And so it has been for years. He has worked equally hard at his job of arranging for the Charlotte meeting, and whether the members recognize it or not, the fact remains that without Jim Stowe the Association would have accomplished less—been less useful—had he not given of himself unstintedly for the advancement and protection of drug interests in North Carolina. The brief space permitted here forbids details of his active efforts, but we can say without danger of denial that the Association is a much more fruitful organization than it would have been had Mr. Stowe chosen to be a member in name only instead of doing everything he possibly could to make the organization at all times an agency of real usefulness. We wish that the Association had about a hundred Jim Stowe's in it; we are glad that we have in him a worker in the realest sense of the word.

Quality or Price Appeal?

John Ruskin, the great English author, once said, "There is hardly anything in the world that some man cannot make a little worse and sell a little cheaper, and the people who consider the price only are this man's lawful prey."

This statement was made in the last century, but it has greater application now than at the time it was written because more people at this time are making and selling sub-quality merchandise that has nothing on earth but a price appeal to recommend it to the buyer.

We have often insisted that a retailer must definitely make up his mind between goods of quality and goods of price appeal. A mixture of the two makes an incompatible combination. A druggist must stick consistently to one policy or another. If his business is based on quality goods that he can honestly and sincerely endorse for value, he should never depart from this policy even once for some "deal" about which he knows nothing except its apparent large profit, because if the stuff is sorry and his customers, who have been trusting him, find out that it is sorry, and they usually find out, then a reputation for quality is wrecked and the loss involved is greater than any profit that could have been realized from the deal.

On the other hand, a druggist may decide to go in for volume and in competition with any and every other sort of store in his community. His policy calls for publicity of the paid sort and his pull is at the purse strings of the bargain buyer. By reason of such a policy he becomes a definitely different sort of dealer from the first sort. Naturally he cannot guarantee his merchandise nor need he try to, because he is going after volume, rapid sales, and quick turnover. His type of trade realizes that *caveat emptor* (let the buyer beware) is at issue, and if such buyer gets "stung" he or she makes very little fuss about it.

We are not making a brief for either sort of policy but we do repeat the statement that the two policies should not be mixed in one store. We have seen it tried and it simply will not work.

Looking at the question for a moment from the purchaser's point of view, we are reminded of these lines:

"Don't try to buy a thing too cheap

From those with things to sell,
Because they're goods you want to keep
And time will always tell.

"The price you paid you'll soon forget,
The goods you get will stay;
The price you will not long regret
The quality you will."

A Great Local Secretary

When the Association met last in Charlotte (1921) Mr. R. K. Blair was Local Secretary. This writer has worked with a great many local secretaries and has found all of them willing and capable of rendering a fine sort of co-operate effort in making the conventions successful, but never has



R. K. BLAIR,
of Charlotte

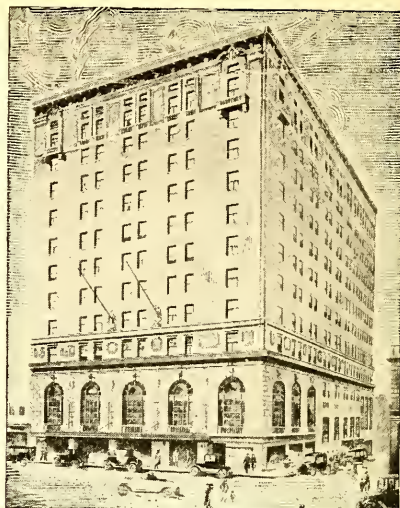
Under Mr. Blair's Local Secretaryship in 1921 the Charlotte convention of that year was very ably handled and proved one of the most enjoyable conventions the Association has ever had.

he found a finer kind of helpfulness than Mr. Blair gave. We had one conference, and after that it was a matter of keeping abreast of him and never a question of urging him. If he needed more money than was in sight he would always find some quick way of securing it from his colleagues. He never seemed to offend anybody and yet he never took "No" for an answer. It is only natural that thoughts turn again to Mr. Blair as the Association goes back to Charlotte and this is why we take this opportunity to pay tribute to the fine job he did for us when we enjoyed Charlotte's hospitality in 1921.

Hotel Accommodations

Hotel Charlotte

The Hotel Charlotte has been selected as



convention headquarters. The management has offered the following convention rates, European plan, all rooms with bath:

Single Room, \$2.50 per day.

Double Room, with twin beds, \$2.50 per day, per person (two persons to room).

In the case of a man and wife using a single room with double bed the management offers a rate of \$3.50 per day for the room.

Mecklenburg Hotel

(European Plan)

Single Room, with tub or shower bath, \$2.00 per day.

Double Room (two to room with double bed), \$2.50 per day.

Double Room (two to room with twin beds), \$3.00 per day.

Free automobile storage.

The Selwyn Hotel

(European Plan)

10 Court Rooms, without bath, \$1.00 per day, per person.

30 Outside Rooms, without bath, \$1.25 per day, per person.

20 Court Rooms, with bath, \$1.50 per day, per person.

20 Outside Rooms, with bath, \$2.00 per day, per person.

20 Outside Rooms, with bath, \$2.50 per day, per person.

Free automobile parking.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Well, fellows, "It won't be as long now as it has been." As you know, the North Carolina Pharmaceutical Association meets in Charlotte, June 20, 21, 22. It is expected that the largest crowd ever to attend the convention will be on hand. Now, as never before, the retail druggists are looking for ideas which will enable them to conduct their business in a more profitable way. They are coming to Charlotte! Are you doing your part in trying to get a crowd there? Are you going to be there and help entertain them? Every traveling man who calls on the drug trade in North Carolina should be there and show his appreciation for the business the druggists have given this year.

—T.M.A.—

M. J. Leimkuhler is Chairman of the T.M.A. Entertainment Committee and is being ably assisted by W. McElveen, Walter R. Dixon and Paul Zemmer. The entertainment prepared by this committee surpasses by far any program ever attempted by the T.M.A. before. You'll feel honored after witnessing the T.M.A. entertainment.

—T.M.A.—

Mr. Leimkuhler advises that the Charlotte druggists have also arranged a wonderful entertainment program for the visiting druggists, their wives and friends.

—T.M.A.—

"Spec" Dailey is expected to attend the meeting of the T.M.A. Tuesday morning, June 20, at noon. We are always glad to have "Spec" with us.

—T.M.A.—

The officers and members of the T.M.A. are grateful to Dean J. G. Beard, Miss Alice Noble, and other members of the staff of the CAROLINA JOURNAL OF PHARMACY, for the co-operation given the T.M.A. during the past year.

—T.M.A.—

—T.M.A.—

Every man who calls on the drug trade in North Carolina should join the T.M.A. and attend the Convention. Are you doing your bit towards getting new members?

—T.M.A.—

Say! You fellows who have not paid your dues, come across with your checks. If you want to co-operate, mail your check for dues today.

—T.M.A.—

President A. D. Pollard is expecting each member of the T.M.A. to be present in Charlotte. Let's be there one hundred per cent!

—T.M.A.—



M. J. LEIMKUHLER,
of Charlotte

Mr. Leimkuhler has worked diligently as Chairman of the Entertainment Committee of the T.M.A. and has succeeded in arranging a very enjoyable program.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Hectic 1933 Legislature Ends on 132nd Day

The General Assembly adjourned sine die on May 15, just two weeks ago, after 132 days of a history making session. The 1933 Legislature broke all past records both in volume and in variety of legislation enacted, a total of 1,408 new statutes having been placed upon the statute books dealing with practically every subject conceivable. Moreover, it lacked but nine days of being as long as the record breaking session of 1931 that lasted for 141 days.

Chief among the accomplishments of the 1933 Legislature, as summarized in the *Raleigh Times* on the afternoon it adjourned, are the following:

1. Enactment of a three per cent general sales tax on all commodities save meat, meal, flour, lard, milk, salt, molasses, sugar and coffee.
2. Providing every school child in the State with the opportunity of attending an eight months State-supported school.
3. Legalization of the sale of beer with an alcoholic content of 3.2 by weight.
4. Lifting of an ad valorem tax on real property for schools, but allowing school units having registration of more than 1,000 pupils to vote an extra month.
5. Enactment of legislation designed to strengthen the State's banking laws and to provide for speedier liquidation of closed banks.
6. Enactment of legislation aimed at enabling people to reclaim land and homes sold for taxes.
7. Reduction in salaries of State employes so that after July 1, they will receive 38 per cent less than what they got in 1930.
8. Combining of the activities of State departments, including the abolition of the State Corporation Commission and the setting up of a State Utilities Commission. The State highway commission and the State's prison were merged under one board.
9. Last, but not least, what Governor

Ehringhaus termed "a manifestly balanced budget."

In addition to the above, it lopped off \$24,000,000 in appropriations for the next biennium, provided for submitting a new Constitution to vote of people next year, and for referendum on repeal of 18th Amendment this fall, legalized race track gambling under pari mutuel system for six counties, and shortened the divorce period from five to two years.

General Sales Tax

The imposition of the general sales tax brings into the State's system of taxation a complete innovation. Its enactment was accomplished only after a bitter struggle by almost one-half of the membership of each body—the House and Senate. A majority of the members of each legislative body came to Raleigh pledged against any form of sales tax legislation. It was not long, however, until it became apparent then either a general sales tax or a selected commodity tax was absolutely necessary to enable the State to function on a sound basis and with a balanced budget. Each form had staunch supporters and more than once the selected commodity tax group was the strongest. Finally, however, the general sales tax proponents prevailed, primarily for two reasons, first, because it was felt that the selected commodity tax would not yield sufficient revenue, and, second, because it was felt that a general sales tax carrying a smaller rate of tax applicable to all was more equitable and just than the other which taxed only certain classes of merchandise at a rate of from 5 to 30 per cent.

Mandatory Collection of Sales Tax

Not until the day before the Legislature adjourned did we succeed in obtaining the passage of a Bill, S. B. 733, providing for mandatory collection of the sales tax. Two months prior to the Sub-finance Committee had worked out a mandatory collection provision. This was turned down by the Joint Fi-

nance Committee. An attempt was made when the Revenue bill reached the House to get the provision incorporated therein but without success. Finally, the Senate did adopt the compulsory feature as a part of the revenue bill, but this was stricken out by the Conference Committee. The separate bill was then prepared and caused to be passed during the closing hours of the session.

The bill is carried in full below for the information of JOURNAL Readers. In the opinion of the writer, this measure is the salvation of the retail merchant. Without it, the tax would be impossible of collection and retail merchants certainly could not absorb the tax. With it, a plan may be worked out between representatives of the retail drug business and the Commissioner of Revenue that will insure the collection of the tax and that will entail the minimum trouble to our membership.

S.B. 733 AN ACT TO PROVIDE FOR REGULATIONS SO AS TO PROHIBIT UNFAIR TRADE PRACTICES IN THE ADMINISTRATION OF THE GENERAL RETAIL SALES TAX LAW.

Whereas, the enactment of House Bill 120 of the General Assembly of Nineteen Hundred Thirty-three embraces the levying of a General Retail Sales Tax in North Carolina, imposed as a license tax on retail merchants for the privilege of doing business in the State; and

Whereas, the need exists for the promulgation of uniform rules and regulations whereby the merchants may conduct successfully their business in the State while operating under this emergency levy: Therefore,

The General Assembly of North Carolina do enact:

Section 1. That in order that fair trade practices may be encouraged and any deleterious effect of the retail sales tax levy may be minimized, the Commissioner of Revenue is empowered and directed to devise, promulgate and enforce regulations under which retail merchants shall collect from the consumers, by rule uniform as to classes of business, the sales tax levied upon their business by the retail sales tax article; Provided, that the Commissioner of Revenue

shall have the power to change the regulations and methods under which the merchants shall collect the tax from the consumers, from time to time, as experience may prove expedient and advisable. Methods for the passing on by merchants to their customers the retail sales tax on sales to said customers may include plans which require both more and less than three (3%) per cent of the sale price, the purpose being to enable the merchants to collect approximately the amount of three (3%) per cent on their total sales volume. Such regulations as herein authorized shall be promulgated by the Commissioner of Revenue to become effective after reasonable notice to the retail merchants and when so promulgated they shall have the full force and effect of law. Any merchant who violates such rules and regulations shall be guilty of a misdemeanor and upon conviction shall be fined not less than five (\$5.00) dollars or more than five hundred (\$500.00) dollars or be imprisoned for not more than six months, or be both fined and imprisoned in the discretion of the court; provided, however, that every such violation shall be a separate offense hereunder. It shall be the duty of the solicitors of the several judicial districts of the State to prosecute violations of this act.

Sec. 2. That the provisions of this Act shall not affect in any manner the character or validity of the sales tax levy as a merchants license tax, and they may not be pleaded or considered in the event any provision of the general revenue act is attacked as unconstitutional.

Sec. 3. This Act shall be in full force and effect from and after its ratification.

Ratified the 15th day of May, 1933.

Professional Tax Removed

It took hard work for twelve weeks to get the Legislature to take pharmacists out of the section imposing a professional tax upon physicians, lawyers, dentists, etc. Finally, after four unsuccessful attempts, on the fifth go round the Senate adopted an amendment striking the provision from the Revenue bill. In Conference Committee, certain conferees of the House at first refused to recede in this particular, but eventually the position of the Senate prevailed and the amendment stuck

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Piedmont Topics

John K. Civil, *Reporter*

The druggists of Charlotte are anxious for every member of the N.C.P.A. and the T.M.A., as well as their wives, to attend the convention. We extend to each and every one of you a most cordial invitation to be present.

Mr. J. Linwood Robinson, of Rutherfordton, has accepted a position with the Plaza Drug Store, of Charlotte.

Mr. W. O. Watkins is now located with



R. A. DUNN, of Charlotte

President of the Burwell and Dunn Co., and President also of the Commercial National Bank of Charlotte. A Registered Pharmacist since 1881 and a Member of the Association since 1904, Mr. Dunn will Welcome the Druggists to the Charlotte Convention.

the Rutherfordton Drug Co. in Rutherfordton.

Mr. Frank Gamble is manager of "Gambles", North Charlotte, and has a modern up-to-date store.

The many friends of Mr. Zeb Moore will be glad to know he is back on the job representing the Scott Drug Co. after a three months' illness.

Announcements of the marriage on April 4 of Miss Ruby Beaver, of Rockwell, and Mr. Mark B. Sloop, of China Grove, at St. James Lutheran Church, in Rockwell, are being received. Mr. Sloop graduated from the State University in 1926 and for the past several years has been the proprietor of the Sloop Drug Co. in China Grove.

Mr. J. M. Smith, who operates drug stores at Asheville and Canton, N. C., as well as in Spartanburg and Anderson, S. C., has opened a fifth drug store in Waynesville. Mr. Nardin Webb, of Anderson, S. C., is manager of the Waynesville store.

Mr. F. L. Black, of Mount Holly, is now with the Sheppard Drug Co. in Charlotte.

Mr. D. Clyde Lisk, who has operated the Belmont Pharmacy, in Charlotte, for the past fifteen years, has moved to a new location at the corner of Trade and McDowell Sts. The name of the drug store has been changed to the Lisk Pharmacy. Modern fixtures and equipment have been installed and Mr. Lisk has one of the finest drug stores in Charlotte.

The many friends of Mr. N. B. Perry, owner of the Perry Drug Store in Charlotte, will be glad to hear he is back on the job after a two months' illness.

We are counting on seeing you in Charlotte on June 20, 21, and 22. Don't disappoint us!

Greensboro Topics

R. A. McDuffie, *Reporter*

The program generally listed as coming from the Papers and Queries Committee will this year be turned into a sort of commercial clinic. Various druggists will be designated to lead off in discussions of live drug store topics and it is hoped that the other members present will "chime in and sound off their views." A lively discussion of such subjects will prove of general interest and mutual help to our membership. Won't you do your part in making this feature a success? If there is something you wish to have brought up, please let us know! Be ready too to take part in the discussions.

The Grand Jury of Guilford county has reported back to its Judge that it is the duty of the Prosecuting Attorney in the City of Greensboro to investigate the drug stores and prosecute those not being operated according to the pharmacy laws of North

Carolina. What the outcome will be the writer does not know.

Mr. P. A. Hayes, President of the Justice Drug Co., decided not to run for the City Council this year. In the election two years ago Mr. Hayes received the largest number of votes.

Mr. Earl Weatherly has not been attending to his regular duties at the Stratford-Weatherly Drug Co. for the past two months on account of his health. He is communing with nature on the golf links and in Greensboro's only banks—fishing banks. The writer is pleased to report that Mr. Weatherly's vacation is apparently doing him a whole world of good.

Mr. John Howerton, a former druggist of Greensboro, but more recently of Durham, is now doing relief work in Greensboro.

General News Items

Charlotte is a friendly city. Its citizens are looking forward to having the druggists as their guests.

We understand that Mr. C. N. Dodd is with the Saunders St. Pharmacy, in Raleigh.

Mr. and Mrs. Thomas H. Mayo, who have lived for the past twenty years in Goldsboro, on April 11 moved to Greensboro, where they resided before going to the Wayne capital. Mr. Mayo was pharmacist for Robinson's Drug Store in Goldsboro until about three years ago when he suffered a stroke of paralysis. He is one of the oldest druggists in the State having been licensed as a pharmacist in 1881, the first



MRS. JAS. BOYCE HUNTER,
of Charlotte

Chairman of Woman's Entertainment Committee; a Member of the Local School Board and a Leader in Charlotte's Civic and Social Affairs.

STATE BOARD MEETING

The North Carolina Board of Pharmacy will meet in the Howell Hall of Pharmacy at Chapel Hill on June 13 at 9:00 a.m. for the examination of applicants for license to practice pharmacy. Application for the examination must be filed ten days before the above date. For further information write to

Secretary F. W. Hancock,
P. O. Box 910,
Oxford, N. C.

year of the Pharmacy Act. He practiced his profession in Greensboro for many years.

Mr. W. E. Michael, Jr., is now connected with the staff of Scruggs Drug Store, 23 Haywood St., Asheville. He was formerly with Bilbro's Drug Store in West Asheville.

We understand that **Messrs. F. L. Hooper** and **G. K. Bass** have purchased the stock and fixtures of the Buchanan Pharmacy in Sylva.

The Laurinburg Drug Store was recently damaged by fire. The loss, however, was covered by insurance.

The Boon-Iseley Drug Store has adopted all night hours for prescription and delivery service. The night manager of the prescription department is **Mr. J. S. Ferguson**, registered pharmacist, who was formerly with Wiggins Drug Store in the Bland Hotel.

Mr. C. L. Clodfelter, formerly of Thomasville, is now with W. T. Reeves and Co. in South Boston, Va.

Charlotte may be easily, quickly, and com-

fortably reached by automobile or train from any part of North Carolina.

The State University School of Pharmacy acknowledges with grateful appreciation a gift from **Dr. E. V. Zoeller**, of Tarboro, of copies of the first edition of the National Formulary and the New York and Brooklyn Formulary.

Mr. J. P. Hudson, of Monroe, is now with Sheppard's Drug Co. in Charlotte.

A new drug store for Mebane is **Warren's Drug and Seed Store**, owned and operated by **Messrs. A. B. McLeod**, of Mebane, and **V. L. Warren**, of Prospect Hill.

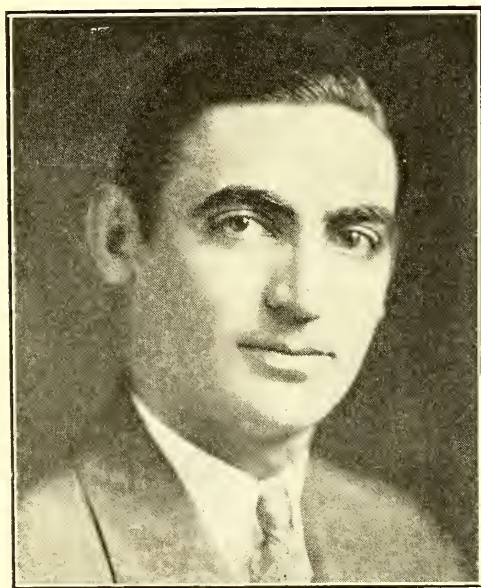
We understand that **Mr. J. S. Birmingham** has opened a new drug store in Hamlet. **Mr. Birmingham** has been out of the drug business for the past several years and his friends are welcoming him into the profession again.

A most valuable private collection of ancient pharmaceutical shelfware, mortars, weights, manuscripts and other apparatus found in the early European apothecary will be exhibited first at the Century of Progress Exposition in Chicago in June. The collection of more than 3,000 pieces, made by **Jo Mayer**, of Wiesbaden, was recently brought to America from Germany by **E. R. Squibb and Sons** and will form a part of the Squibb professional exhibit at Chicago. Later these antiquities may be exhibited in New York.

Ladies: read your Culbertson and listen in on the bridge radio lessons between now and the Convention for you will want to be up on the latest tricks in finding hidden re-entries, on how to make grand coups, etc. so that you can win one of the bridge prizes to be given at the bridge party for the ladies on Wednesday morning.

We understand that **Messrs. John J. and H. V. White** have opened the **White Bros. Drug Co.** in Henderson at the site formerly occupied by the **Paragon Drug Co.**

The **Norwich Pharmacal Company** has been granted an injunction in the United States District Court, District of New Jersey, against the **Spaulding Products**



A. D. POLLARD, of Raleigh

An enthusiastic worker in the interests of the Pharmaceutical Association as well as the Traveling Men's Auxiliary, **Mr. Pollard** has this year been elevated to the presidency of the latter organization.

Co., of Newark, N. J., perpetually enjoining them from using the name "Unguentam" or any similar name in conflict with "Unguentine" registered in the U. S. Patent Office as a trade mark, No. 46,159.

Wanted

To buy drug store from \$3,000 to \$5,000 in the Piedmont Section of North Carolina.

Joe P. Fisher
Real Estate
Concord, N. C.

Old Drug Firms Merge

When R. Blacknall and Son Co. and the Five Points Drug Co., of Durham, united to form the Durham Drug Co., early in May, two of the city's oldest and best known business names faded into the past. R. Blacknall and Son Co. was founded some sixty-eight years ago by **Dr. R. Blacknall**, one of the city's first practicing physicians in the days when Durham was just a little cross-roads village. The store was managed by his son, **Mr. R. D. Blacknall**. The business rapidly increased after the Civil War and in 1888 **Mr. Germain Bernard** was employed as an assistant. Upon the death of Mr. Blacknall a few years later Mr. Bernard acquired the ownership of the store which has continued uninterruptedly its service to the people of Durham.

The Five Points Drug Co. was established some twenty-five years ago at exactly the same location it occupied at "Five Points" until a few weeks ago, by Mr. Bernard and **Mr. C. T. Council**. It was here that "BC", the famous headache remedy, was first conceived, and it was here that it was made until increased business made necessary the present "BC" plant on Morris St. Both R. Blacknall and Son Co., and the Five Points Drug Co. have specialized in the family prescription business and we understand the new store will employ four registered pharmacists. The date for the formal opening of the new Durham Drug Co. has not been announced as yet.

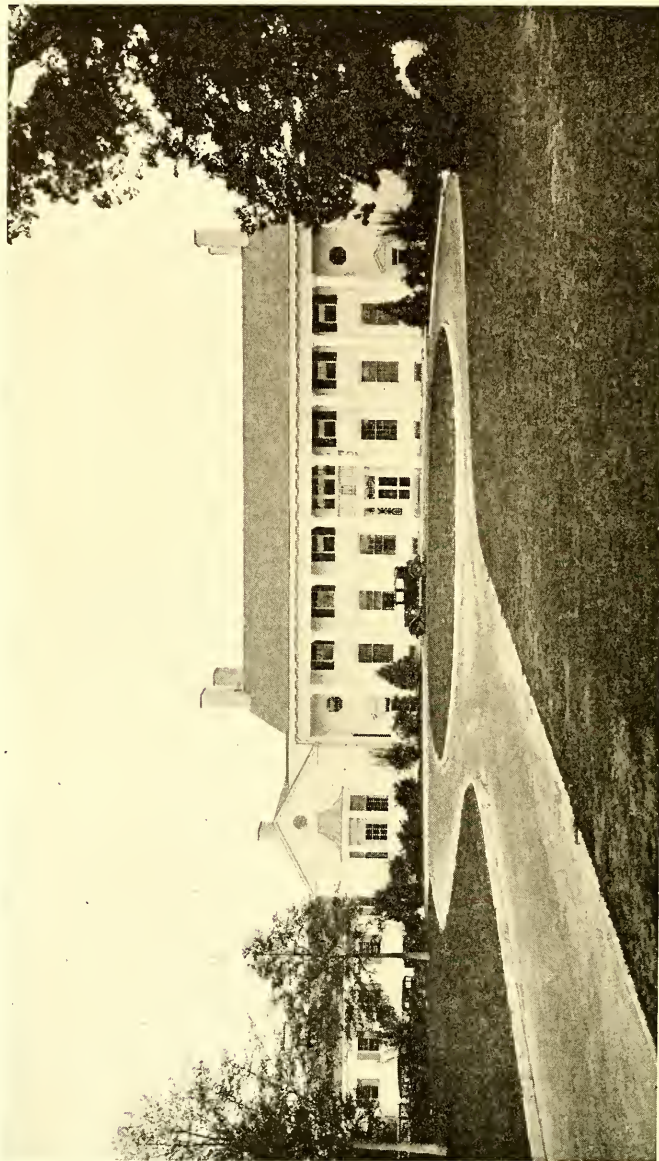
Chairman McDuffie Enthusiastic Over Meeting

Mr. and Mrs. R. A. McDuffie, of Greensboro, paid the JOURNAL offices a visit a few days ago. The former is Chairman of the Papers and Queries Committee of the Association and came to Chapel Hill to confer with Secretary-Treasurer Beard about the program of the forthcoming convention. He is enthusiastic about the meeting and is hard at work perfecting plans for his section. He feels that the convention should be an open forum for the discussion of all topics of vital concern to present-day pharmacy, and he is seeking the co-operation of his fellow-pharmacists in developing such a plan. Won't you, therefore, help him by writing him today suggesting pertinent and timely topics for discussion? At this convention—more than at any former one—there should be a frank discussion of all topics of vital concern to present-day pharmacy. To have such a well-rounded and helpful program Chairman McDuffie needs your help, gentle reader. If you prefer to



J. FLOYD GOODRICH, of Durham

The able and energetic Secretary of the T.M.A., who has contributed in many ways to the promotion of the Charlotte convention.



THE CHARLOTTE COUNTRY CLUB

write a paper such a contribution will be gladly accepted—but please do your bit in some way to make the program interesting and of real value to the members of your Association. Don't forget the dates—June 20-22! We don't see how you can afford to stay away!

Weddings

Of particular interest is the announcement of the marriage of **Miss Mattie E. Smith**, formerly of Marshville, but for the past several years of Charlotte, and **Mr. Kirksy Gardner**, which took place in May. Miss Smith graduated from the State University School of Pharmacy in 1924 and was licensed as a pharmacist in 1925. Since her graduation she has been connected with the drug stores of Mr. J. P. Stowe in Charlotte.

Deaths

Mr. Charles Newton Gunter died at his home in Washington, Ga., on April 7 following a long period of declining health. Mr. Gunter was licensed in this State in 1926 by reciprocity with Georgia and for over five years was associated with Mack's Drug Store in Durham. Immediately after coming to this State he affiliated with the N.C.P.A. He returned to his old home in Washington, Ga., several months ago on account of ill health.

Dr. L. L. Sapp, aged 65, prominent Badin druggist, died on the morning of April 5 at the home of his daughter in Portsmouth, Va., where he had been undergoing treatment for several weeks.

WELCOME CAROLINA DRUGGIST

To Our Home Town June 20th-22nd

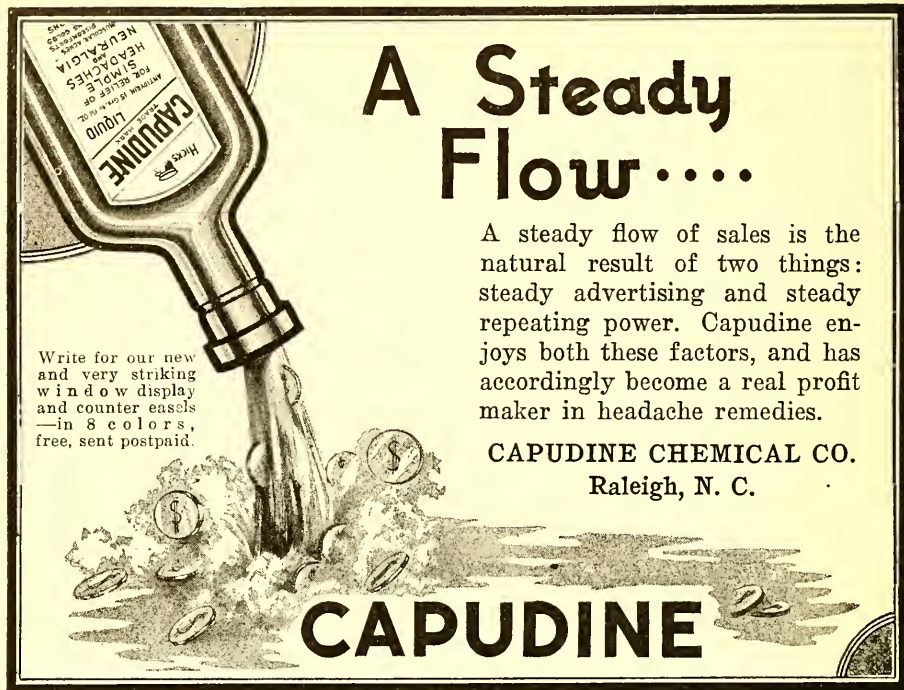


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CHARLOTTE, N. C.

America's Finest Fixtures At The Lowest Prices



A Steady Flow....

Write for our new and very striking window display and counter easels—in 8 colors, free, sent postpaid.

A steady flow of sales is the natural result of two things: steady advertising and steady repeating power. Capudine enjoys both these factors, and has accordingly become a real profit maker in headache remedies.

CAPUDINE CHEMICAL CO.
Raleigh, N. C.

CAPUDINE

The S. E. Massengill Co.

Manufacturing Pharmacists,

Bristol, Tenn.-Va.

Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc.

The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.

Branches

Kansas City, Mo.

New York, N. Y.

Printed Stationery for Druggists. Standard grade of bond. Letter-heads, Statements, Invoices, Envelopes—5,000 for \$7.

Stickers 40 cents per thousand

Send sample for estimate or write for our samples

DAVID NICHOLS & CO.,
Kingston, Georgia.

The 1934 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach. The time will be announced later.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

The Charlotte Convention

Seven hundred and seven persons attended the June meeting of the Association in Charlotte. This is an all-time record for numbers.

In spite of a heat wave every delegate seemed to enjoy the elaborate program offered by the local druggists and the Traveling Men's Auxiliary.

Every speaker was a North Carolinian and each address measured up to high expectations.

The Commercial Clinic, conducted by Vice-President Roger A. McDuffie, of Greensboro, met with enthusiastic approval.

While great tension and a little bitterness developed during some of the debates and actions on resolutions, the convention nevertheless finally brought the delegates into a greater spirit of unity than has ever been shown for some time and the members left for home feeling that the meeting had been of real value to them.

The Drug Institute was carefully explained and expressions were general that it held fine promise for the pharmacists of the country through price protection and general stabilization.

The officers were instructed to wire Commissioner Maxwell requesting that he set up a bracket plan of collecting the sales tax from customers and that the tax be fixed at one cent on items from ten to thirty-four cents; two cents on items up to sixty-seven, and three cents up to one dollar. A resolution offering co-operation to the Commissioner was ordered. Beer sales in drug stores and drug sales in grocery stores were discussed at length. (Full details will appear in the Proceedings.) The new Bankruptcy Law was explained. Other pertinent questions were debated.

Dues for proprietors were reduced from twelve to ten dollars and for non-proprietors were lowered from five to four dollars. It

was also decided to cancel the unpaid balances of delinquent members provided that such members pay dues for the current year with reasonable promptness.

The Woman's Auxiliary was re-established with Mrs. L. M. Jarrett as President, Mrs. E. M. Hannon and Mrs. Sterling Hubbard as Vice-Presidents, and Mrs. J. B. Hunter as Secretary-Treasurer.

Wrightsville Beach was selected as the next place of meeting. Mr. J. M. Hall, Sr., was elected Local Secretary.

Attorney F. O. Bowman was re-employed.

The following were selected to appear on the mail ballot for officers for 1934-35:

For President:

E. F. Rimmer, Charlotte
P. J. Suttlemyre, Hickory

For First Vice-President:

F. F. Lyon, Oxford
E. R. Thomas, Erwin

For Second Vice-President:

Sam Carter, Salisbury
C. N. Herndon, Greensboro

For Third Vice-President:

E. C. Adams, Gastonia
L. M. Jarrett, Biltmore

For Secretary-Treasurer:

J. G. Beard, Chapel Hill.
Sam E. Welfare, Winston-Salem

For Member of the Executive Committee for Three-Year Term:

P. D. Gattis, Raleigh
J. C. Hood, Kinston

The following were installed as officers for 1933-34:

J. C. Hood, Kinston, *President*
R. A. McDuffie, Greensboro, *First Vice-*

President

E. F. Rimmer, Charlotte, *Second Vice-*

President

P. B. Bissette, Wilson, *Third Vice-Presi-*

dent

J. G. Beard, Chapel Hill, *Secretary-Treasurer*

I. W. Rose, Chapel Hill, *Member of the Executive Committee for Three-Year Term*

(Other members of the Committee: president and two ranking vice-presidents; secretary-treasurer; C. C. Fordham, Sr., Greensboro, and Warren W. Horne, of Fayetteville.)

Drug Institute of America, Inc.

Full facts concerning this new, widely advertised organization were not available when we went to press with the June number, and these facts will have been given so much publicity by the time this issue appears as to make a list of them here unnecessary.

The Drug Institute is supposed to be an organization designed to bring all drug groups together into a body that can frame a code of ethics that will meet the approval of President Roosevelt and which can then become the working formula for trade agreements, price regulations and a stabilized industry. (The National Industrial Recovery Bill recently passed by Congress, provided that "upon the application to the President by one or more trade or industrial associations or groups, the President may approve a code or codes of fair competition for the trade or industry or subdivisions thereof.")

The membership will be composed of manufacturers (of drugs, chemicals, pharmaceuticals, toilet articles, cosmetics, etc.); wholesalers (service and mutual); chain drug stores; independent drug stores; any retail outlet for drugs, toilet or cosmetic products; officers and employees of drug trade organizations; faculties; and members of scientific organizations.

The Institute will function, so it is claimed, through ten standing committees. The activities of these committees will be designed to remedy practices regarded as detrimental to the industry as a whole.

Writing two months ago in the Los Angeles Daily News, Mr. Manchester Boddy, a "Colymist," made some significant statements that have caused us a great deal of thinking. You may not agree with Mr. Boddy's figures or his conclusions, but he is striking at a change in retail condi-

tions that many impartial students of economic affairs say is inevitable. What do you think?

"About ten days ago, in this column, the statement was made that government direction of banking, put into effect by the new administration, must inevitably be followed by government supervision of industry. Indeed, the statement went so far as to say that the industrialists themselves would appear in Washington pleading for Uncle Sam to become their guardian.

You will notice that the great oil industry has already taken this step. Next will be the transportation industry. This will lead to a real national transportation system. In place of scores of unrelated, wasteful units, the new system will operate railroads, waterways, coastwise shipping, motor trucks and airplanes as one comprehensive unit.

"Other industries will follow suit. It cannot be otherwise in our complicated economic system. Once Uncle Sam becomes the guardian and virtual director of banking and basic industry, he cannot escape responsibility for the business of distribution.

Up to the present time, merchants have had things pretty much their own way. They have been utterly free to compete with each other. The exercise of this freedom has brought them to the brink of ruin.

"For instance: Your corner druggist must pay the local wholesaler 35 cents per tube for a popular tooth paste that retails for 50 cents. A cut-rate firm, operating many stores, advertises this identical tube for 19 cents. Here are a few other items:

National Brand of	Wholesale Price to Little Merchant	Little Merchant's Retail Price	Cut-Rate Price by Combine
Shaving cream	\$.35	\$.50	\$.27
Tooth powder .....	.25	.35	.21
Mouth wash .....	.525	.75	.46
Tooth paste .....	.35	.50	.22
Hair tonic .....	.73	1.00	.39
Baby food .....	.90	1.20	.74
Soap .....	.075	.15	.05
Nose drops .....	.33	.50	.28
Cod liver oil	1.00	1.50	.83
Cold cream .....	.78	1.00	.58

"I am not arguing for high prices, for subsidy, for cut-rate prices or for anything else. I am simply presenting a picture of chaos in retail business. This chaos has reached such alarming proportions that something must be done.

"That 'something' will be licensing and control by Uncle Sam. If I had written this identical column three years ago, the heads of transportation, industry, wholesale and retail establishments would have descended en masse upon my head. They would have fought government control to the limit. Instead of following this course today, they are descending en masse upon Washington asking Uncle Sam to take charge!

"Whether it is a good thing or a bad thing is beside the point. It is happening."

Toilet Article Tax Ruling

Recently the Federal Bureau of Internal Revenue held that medicinal preparations when held out and used, or intended to be used, for toilet purposes, even in a minor degree, are subject to the 10 per cent toilet article tax. Respecting the rate to apply to such products as mouthwashes, also used for toilet purposes, the Bureau said: "A product must be classified according to its chief use in order to determine the rate of tax applicable. If its chief use is as a mouthwash, the product will be subject to the 5 per cent rate, but if its chief use is for other toilet purposes, tax at the 10 per cent rate is applicable. The burden of establishing the chief use of an article, preparation, or substance, falls upon the manufacturer, producer, or importer, where it may be taxable under one or two or more provisions in the law."

Beer vs. Chocolate and Fruit Beverages

Somewhat imitating Standard Oil Company's Esso advertisements, the H. B. Hunter Co., of Norfolk, has issued a pamphlet to the trade headed "Don't Let the Beer-O-Bunkus Frighten You."

Among other things the Hunter Company claims that chocolate and fruit drinks have double the food value of beer, and that their sale in the South *before*. Prohibition was twice as great as the amount of beer sold then. By assumption the point is made that

the nation is temporarily "beer conscious," but that when this thirst is thoroughly satisfied, the country will turn again to the chocolate and food beverages with their variety of flavors and proved popularity and while not ignoring beer will again put it in second place.

Voting for Officers

Before this JOURNAL appears every member of the Association will have received a ballot by mail to be checked and returned to President John C. Hood, of Kinston. This ballot gives equal suffrage rights to every member of the organization whether or not he or she attended the Charlotte convention. It seems clear to us that this privilege should be exercised. The Association is largely the product of its officers. It is, therefore, the duty as well as the privilege of every member to indicate on the ballot the persons preferred for the responsibilities of running the organization. Send in your vote before the thirty-day limit expires.

Dues Are Due Now

Annual dues for everyone have been lowered. Delinquent members paying current dues promptly will be excused from all unpaid balances and will be considered in good standing as soon as check is received. By paying promptly and by mail, the members will relieve the Association of the sizable cost of sending out a canvasser. This money so saved can be used for other and more pressing purposes. If you, or any reader, expect to pay dues anyway, why put the organization to a 16% expense by waiting until some one makes a personal canvass for it? You have now received a bill. Uncle Sam will bring us the payment for three cents.

New Bankruptcy Law

At the Charlotte convention, Mr. C. N. Herndon, of Greensboro, presented a brief talk on the Bankruptcy Law, recently enacted by Congress. If any Association members are interested in this subject we will try to answer any questions asked, using for our source material several enlightening explanations of the act that have been published by the American Bankruptcy Review, copies of which were supplied us by Mr. Herndon.

What is this "Racket" Called Drug Business?

R. C. Sisk, of Bryson City

(The JOURNAL welcomes articles of every sort from its readers. Their publication does not carry our opinions necessarily, but there are often many sides to certain questions and our pages are open to varying opinions.—Ed.)

If it was possible for a person to visit an apothecary shop of the eighteenth century and a drug store of today would there be any difference in the way business was carried on at that time and now? This is a question that every pharmacist should think about. Hasn't the druggist of today departed from the real aim and motive of pharmacy? No longer do pharmacists suggest to a customer some type of mixture that can be compounded in the prescription department but they point proudly to some patented medicine that has a "showy" label and used to cure all ills. If this be the case he is proving to himself two things: that he had rather sell a bottle of medicine that can be procured some other place, probably at a cut rate store, or that he does not have confidence in his own ability to compound medicines under his own label. When he does sell his own label he is insuring himself that if the patient ever wants a refill he will come back to him and he will be the one to refill it.

Personally I am a firm believer in having specified remedies for certain diseases or ailments that have individual drug store labels on them. The druggist has an opportunity of doing this better than anyone. He can inquire of people who have prescriptions filled as to just how the prescription acted. If it meets with the patient's approval and the druggist's approval, the druggist can then transfer this prescription to his personal file and when some customer is suffering from some type of disease that corresponds to the disease that this specific prescription calls for he can then suggest it to the customer. This may sound unscrupulous to the doctor but one must remember that

there are a vast number of people that do not have the necessary funds to consult doctors especially during these depressing times.

These various remedies can easily be bottled and labels printed at a very little expense. A good profit may be realized by those who do this. In doing this the druggist has the exclusive rights on this particular bottle of medicine.

Since I have been in the drug business I have accumulated several different remedies. I have always been careful to get only those that have proved useful and beneficial. I have calls for extra bottles every



R. C. SISK

day. A druggist should always use the very best of drugs.

So try this "racket" and watch your profits climb. Make your store the headquarters for information to those people who cannot afford a doctor and remember "patented" medicines can be bought anywhere and the appreciation of your knowledge is soon forgotten when the patient buys the same bottle of patented medicine at a "hole-in-the-wall" or a "cut-rate store."

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

The Carolina Girls under the direction of Elizabeth W. and Frances E. Henderson of the Henderson School of Dancing of Charlotte opened the show and were followed by the Hoppy Days Trio. Colonel Jack George acted as Master of Ceremonies. The following young ladies took part on the program: Anita Daley, Sara Schwartz, Francis Paxton, Catherine Black, Francis Hummel, Paxton Sisters, Mary King, Mariana Bridges, Joe Ellis and Pete Martin also appeared on the program.



M. J. Leimkuhler, Chairman of the T. M. A. Entertainment and his committee certainly deserve a lot of credit for the work they did in arranging this program.

—T.M.A.—

—T.M.A.—

Every member of the T. M. A. should "feel his oats" over being a member of the organization. The T. M. A. Night Club Show and Dance which was given the N. C. P. A. on Wednesday night, June 21, was the most elaborate entertainment ever undertaken by the Auxiliary. The affair was held in the huge Charlotte Armory Auditorium.

—T.M.A.—

Clarence O. Kuester, Director and Business Manager of the Charlotte Chamber of Commerce, certainly worked hard in his efforts to make the entertainment of the N. C. P. A. a success. He was always on hand to help and offer suggestions.

—T.M.A.—

One or two of our members told us at the Charlotte convention that they were not receiving the JOURNAL. We are wondering if they have changed their addresses and failed to notify us. We were in the JOURNAL offices the other day and Miss Noble showed us "non-delivery" cards from various postoffices with the notation "not found." Two of these cards were for JOURNALS belonging to T. M. A. members. Please let us know when you change your address! If you do not receive your JOURNAL promptly, let Miss Noble know. She is anxious for you to get it each month!

—T.M.A.—

Start talking up the Wrightsville Beach convention now!

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Maxwell Explains General Sales Tax Law

"The tax of three per cent imposed upon the retail sales of merchants in Article 5, Schedule E, of the 1933 Revenue Act is levied as a license or privilege tax for engaging or continuing in the business or merchandising, and becomes effective at 12:01 A.M., Saturday, July 1st. It is the purpose and intent that such tax shall be added to the sale price of merchandise and thereby be passed on to the consumer instead of being absorbed by the merchant.

"Any retail merchant who shall by any character of public advertisement offer to absorb the tax levied on the retail sale of merchandise or in any manner directly or indirectly advertise that the tax imposed is not considered as an element in the price to the consumer shall be guilty of a misdemeanor. To accomplish the purpose of passing on the tax, agreements among competing merchants or adoption of appropriate rules and regulations by associations or merchants, in order to provide uniform methods of adding the average equivalent of the tax to the sales price of merchandise, which does not involve price fixing agreements otherwise unlawful, are expressly authorized and permitted under the statute. To further accomplish this purpose, the Commissioner of Revenue is empowered and directed to devise, promulgate and enforce regulations under which retail merchants shall collect from the consumer by uniform rule as to classes of business the tax levied upon the retail sale of merchandise. He may include in such rules and regulations plans which require more or less than three per cent of the sale price, the purpose being to enable the merchants to collect approximately the amount of three per cent on their total sales volume. Such regulations when adopted shall have the full force and effect of law

and any merchant who violates such rules and regulations shall be guilty of a misdemeanor. Conferences are in progress with merchant groups, and these regulations will be promulgated before July 1st.

"The tax imposed in Article 5, Schedule E, of the 1933 Revenue Act is imposed upon the sale at retail of merchandise by a retail merchant, being defined as one who sells any article of commerce in any quantity or quantities for any use or purpose on the part of the purchaser other than for resale. The word "sale" is defined as any transfer of the ownership or title of tangible personal property to the consumer for use, and not for the purpose of resale, for a monetary consideration. The question of whether a sale is made before or after the effective date of the act is determined by the time of delivery. If delivery is made after the effective date of the act, it is a taxable sale.

"The tax is not imposed upon the business of producing, manufacturing, mixing, blending or processing any articles of commerce or upon the sale of such articles of commerce by anyone who engages in the business of producing, manufacturing, mixing, blending or processing. These exemptions do not apply if the producer becomes a merchant in the ordinary meaning of that term and maintains, separate from the place of production, stores for the retail sale of merchandise. But it shall apply to those businesses if and to the extent that such articles of commerce are bought and sold in substantially the same form in which they were bought.

"Gross sales shall mean and include the sum total of all sales for a given month, quarter, or tax year reckoned at the price at which such sales were made, whether for cash or on time. If on time, the price charged on the books for such sale without allowance for cash discounts shall be re-

ported as sales. However, when in the sale of a new article a second hand or used article is taken in part payment, the sale of the new article shall be reported at the full gross sale price, and the resale of such second hand or used article taken in part payment of the sale of new articles, may be excluded from gross sales upon which the tax is imposed if separate record is kept of all such transactions in such manner as may be prescribed by the Commissioner of Revenue. The exemption of resale of second hand articles will not apply to second hand articles on hand July 1st.

"In addition to the above exemption, the tax imposed in Article 5, Schedule E, of the 1933 Revenue Act shall not apply to the sale of gasoline on which a sales tax is collected, or to the sale of commercial fertilizer on which an inspection tax is paid. There is also provision for exemption of sales by retail merchants upon condition hereinafter set out of the following articles:

"Public school books on the adopted list, and the selling price of which is fixed by law; sales of merchandise made to the Federal government or any of its agencies or to the State of North Carolina or any of its subdivisions, including sales of merchandise to agencies of Federal, state, or local governments for distribution to public welfare and relief work; flour, meaning wheat flour and not including cereal products other than flour; meal, meaning corn meal and not grits, flakes, or other cereal products; meat, including fresh or cured meats of animals or fish other than shell fish, but not including any specialized products in cans, jars, boxes, or cartons for retail trade; lard, as this term is commonly understood, including lard made both from animal fat and vegetable substitutes but not including oleo-margarine, butter, oils, or other like products; molasses, as this product is commonly understood, but not including cane, sugar, maple, or other syrups; milk, including sweet and butter milk, but not including canned milk, evaporated milk or other milk products; salt, as this product is commonly known; sugar, which includes plain and granulated sugar as commonly understood, but no other sugar products; coffee, meaning plain, roasted or

ground coffee as commonly understood, but not coffee substitutes.

"The exemption of the articles enumerated above is upon condition that the retail merchant shall keep accurate and separate records of invoices and sales of the exempted articles in such form and detail as may be prescribed by the Department of Revenue, in any event in such manner that accurate reports may be made covering the sale of such conditionally exempted articles and in such form as may be accurately and conveniently checked by the representative of the Department of Revenue.

"Any person who after the 30th day of June, 1933, shall engage or continue in the business of retail merchandising shall apply for and obtain from the Commissioner of Revenue, upon the payment of the sum of \$1.00, a license to engage in and to continue such business upon the condition that such person shall pay the tax accruing to the State of North Carolina under the provisions of Article 5, Schedule E, of the 1933 Revenue Act. Said license shall be renewed annually and shall expire on the 30th day of June next succeeding the date of its issue.

"In addition to the license tax, every retail merchant shall pay a tax of three per cent upon the total gross sales, excluding exemptions heretofore provided. This tax shall be due and payable in monthly installments on or before the 15th day of the month next succeeding the month in which the tax accrues. However, if the tax for which any person is liable does not exceed \$10 for any month, a quarterly return in lieu of the monthly return may be made on or before the 15th day of the month next succeeding the end of the quarter for which the tax accrues; and if the total tax for which any person is liable does not exceed the sum of \$10 in any quarter, such person shall not be required to file either a monthly or quarterly return but will be permitted to make an annual return on or before the 30th day of the month next succeeding the end of the tax year for which the tax is due.

"The tax year shall mean the calendar year and returns required therefor shall be for the year ending on the 31st day of

(Continued on page 215)

Here Lies the Inventory*

By E. F. RIMMER, of Charlotte

There could be no more apt epitaph for the average drug store failure than the following: "Here lies the inventory, for many years regarded as the promising offspring of Expected Profits and Annual Dividend." The only correction necessary would be that the present of the verb signifying repose might well be changed to the past of the verb signifying departure from the truth. This statement makes the wayward companion not a deceased thing quietly taking its place in the past, but rather makes a very much alive thing blatantly taking its place as a criminal, for the epitaph now reads, "Here lied the inventory". By this seeming magic of the substitution of one letter of the alphabet for another, inventory has become alive, but its parents named above are certainly buried both well and deep.

This question of inventory with its attendant problem of unsalable merchandise is certainly one of the most important questions that affect the druggists here today. Any unsalable merchandise that today confronts the druggists from his shelves, attired in its worn, dirty, decrepit wrappers, carries a hang-dog attitude; it shows nothing of the fresh, roseate, aggressive appeal that it had when first placed there in the by-gone years while friend druggists was still under the mesmeric remembrance of the super salesman.

In my estimation, inactive merchandise has been the greatest trouble in my entire business experience. With the admission that I know very little about how to control the hard stock problem, I will venture the guess that we all know we have had hard stock all the time; still the time we realize it most forcibly is during the inventory period. After three or four annual inventories I thought of a simple scheme that has helped our store greatly, although I must confess it has been something on the idea of the locking of the stables after the disappearance of our oft quoted friend "Equus caballus".

The idea came through the purchase of a department type cash register. However, it

is not at all necessary to have such a cash register to obtain the information. The procedure is very simple. All that we do is use a columnar ruled book to take inventory in, with the amounts extended into the proper columns, these bearing the following headings: soda, tobacco, sundries, drugs, patent medicines, toilet articles, candy and controlled merchandise. Totaling these extensions gives the amount of the stock in each department, and the addition of these eight columns gives the inventory in entirety.

It may not be possible to keep sales departments without special equipment, but it certainly takes no more time to take an inventory by the manner described, and I have an idea that the result would be startling to many of the takers. From my own experience I have found that some of the departments turn as many as twenty times a year while one of them turned only one and one-half times during the first year I kept these records. I will state that my purchases for that department became scarcer, and more centralized until now the inventory in that department has been cut about fifty per cent. However today it carries a large portion of my hard stock.

The keeping of purchases with the aid of a similarly ruled book takes slightly more time than just entering the amount of the invoice, but it gives information to any store, more especially a store that is losing money. If any store does not need this information it would be one that was making money, and the opposite is equally as logical. The fact that it takes time to keep these records is admitted, still in many stores there has been abundant leisure during the past several years to conduct a research for a vanished profit.

Analysis is defined as separation into component parts. In schools we are taught its value. It is a pity that out in the business world the value of analysis should

* This paper was presented at the Charlotte meeting of the N. C. P. A.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Commencement at the University

The one hundred and thirty-eighth annual commencement of the University of North Carolina was held June 4-6. The graduating exercises took place in the Kenan Memorial Stadium with Governor J. C. B. Ehringhaus and President Frank P. Graham delivering addresses to the graduates. Eighteen pharmacy students received degrees as follows: B.S. in Pharmacy: Simon Weil Arenson, Baltimore, Md., and Tad Lincoln McLaughlin, Mercersburg, Pa.; Graduate in Pharmacy: Maurice Milam Brame, Jr., Winston-Salem; Elmer William Buchanan, Greensboro; Luther Elmo Bunch, Edenton; Samuel Gordon Clark, Pittsboro; Martin Luther Cline, Granite Falls; Clarence Harper Cobb, Fremont; Leonard Ralph Creech, Smithfield; Uba Frank Crissman, High Point; Clayton Smith Curry, Lexington; Aaron Thomas Griffin, Pinetops; Frank Benton Ham, Greensboro; Wilbur Leon Hickman, Fayetteville; Fred Morris Moss, Lowell; Jasper Edward Phillips, Macesfield; Louie Livingston Rouse, Holly Springs, and Malcolm Thurston Upchurch, Apex.

The Lehn and Fink Gold Medal, given annually by Lehn and Fink, of New York, for excellence in research work, was awarded to Mr. Clarence Harper Cobb, of Fremont. It is interesting to note that Mr. Cobb made a grade of "A" (the highest grade possible) in every subject during his senior year.

Board of Pharmacy Holds Examinations

The North Carolina Board of Pharmacy held its summer examinations in the Howell Hall of Pharmacy at the State University on June 13-14 with every member of the Board present. Mr. Warren W. Horne, of Fayetteville, presented his credentials as a member of the Board for a five year term from April 28, 1933. Mr. Horne succeeds

Mr. I. W. Rose, who is now a member of the Faculty of the University, and will give the examinations in chemistry. The following were successful in passing the examinations and were granted license: Pharmacists: W. R. Adams, Angier; B. D. Arnold, Fuquay Springs; M. M. Brame, Winston-Salem; E. W. Buchanan, Greensboro; L. E. Bunch, Edenton; M. L. Cline, Granite Falls; C. H. Cobb, Fremont; U. F. Crissman, High Point; C. S. Curry, Lexington; B. B. Forrest, Hillsboro; W. L. Hickman, Fayetteville; and F. M. Moss, Lowell; Assistant Pharmacists: R. G. King, Greenville; H. C. McAllister, Mt. Pleasant; W. A. Parks, Hickory; and W. B. Tyson, Warrenton. Only the results for those taking both the theoretical and practical examinations were announced. Mr. C. H. Cobb made the highest average of any of the candidates.

General News Items

The Walker-Cherry Drug Co., with principal offices in Ahoskie, has been incorporated to operate a general retail drug store with authorized capital stock of \$4,000 with subscribed stock \$4,000 by Dr. L. K. Walker, Grace B. Walker and J. H. Holloman, of Ahoskie.

Mr. D. W. Bell, of Washington, D. C., has been transferred to the Peoples Drug Store in Cumberland, Md., as assistant manager. He was formerly connected with one of the Washington stores of this company. Mr. Bell is a graduate of the U. N. C. School of Pharmacy and received his license as a North Carolina pharmacist in 1931.

President J. A. Goode, of the N.A.R.D., delivered an address before the Georgia Pharmaceutical Association in late May. He will also address the Virginia, Connecticut, Delaware, and New York conventions.

Miss Grace Crabtree, daughter of Mr. and Mrs. W. A. Crabtree, of Sanford, has arrived

home from Copenhagen, Denmark, where since last July she has been the guest of her uncle, Mr. B. W. Coleman, United States minister to Denmark.

Not content with graduating from the U. N. C. School of Pharmacy and passing the N. C. Board of Pharmacy, **Mr. W. L. Hickman**, of Fayetteville, went to Richmond in early June and successfully stood the Virginia Board of Pharmacy examinations.

President Goode Speaks at University

President and Mrs. J. A. Goode, of Asheville, were guests of the School of Pharmacy of the University on May 30 when the former delivered an address to the pharmacy students. His remarks were directed especially to the graduating class, but by reason of his experience and wide knowledge of the drug business his talk was of interest and value to the undergraduates and to pharmacists generally. The speaker chose as his subject: "What a Proprietor Expects of a Clerk," and dwelt particularly upon what the proprietor of today has a right to expect of a modern day pharmaceutical graduate. During the progress of his address President Goode took occasion to outline some of the more efficient methods that drug store proprietors are now employing in meeting keen competition in order that clerks might know the sort of assistance they would be expected to render in the furtherance of such policies. In addition to the students quite a large number of townspeople and members of the Faculty were present.

Following the address President and Mrs. Goode were guests of honor at a luncheon at the Carolina Inn. In addition to the honorees the following were present: **Dean and Mrs. J. G. Beard**, **Professor and Mrs. I. W. Rose**, **Mr. and Mrs. C. L. Eubanks**, **Professor and Mrs. M. L. Jacobs**, **Dr. H. M. Burlage** and **Miss Noble**.

School of Pharmacy Notes

The Xi chapter of Rho Chi of the University held its last initiation for the year shortly before Commencement. The cere-

monies were followed by a banquet. Rho Chi is a national pharmaceutical society with nineteen chapters whose membership is made up of individuals who have obtained high scholarship in their pharmaceutical studies for a period of at least three years. The new members are **Messrs. M. L. Cline**, of Granite Falls; **S. G. Clark**, of Pittsboro; **Frank B. Ham**, of Greensboro, **W. L. Hickman**, of Fayetteville, and **U. S. Puckett**, of Roxboro. The offices of president and vice-president are automatically filled on the basis of the highest scholastic averages. In line with this practice **Messrs. C. S. Curry**, of Lexington, and **C. H. Cobb**, of Fremont, will serve as the officers for 1933-34. **Dr. H. M. Burlage** retains the office of secretary-treasurer.

The rising second year class has chosen the following officers for the coming year: President, **J. A. Mitchener, Jr.**, Edenton; Vice-President, **A. E. Millis**, Folkstone; Secretary, **W. C. Lewis**, West End; and Treasurer, **G. W. McLean**, Raeford.

Dean J. G. Beard attended the recent meeting of the National Drug Trade Conference in Washington as a delegate from the American Association of Colleges of Pharmacy.

Mr. Miller Goes a'Fishing

How is this for luck! Recently **Mr. C. B. Miller**, of Goldsboro, accompanied by three friends went down to Manteo to fish for channel bass, or drum as many call them. The party caught fifteen of these copper colored beauties, the smallest weighing thirty-five pounds and the others from thirty-eight to forty pounds each. Six of the largest were brought home and placed on exhibition where they caused a tremendous amount of interest. The Goldsboro fishermen ran into a school of the fish and all four of the party had a strike at one time. Doesn't it make you green with envy, fellow fishermen? **Mr. Miller** stated there was great excitement and all landed their catch at this particular time. He says he would like to hear from some other readers of the JOURNAL who claim to be fishermen. Now is your chance, gentle reader, let's hear about your luck!

Honor Student at University

Mr. Clarence Harper Cobb, of Fremont won three honors this year as a senior student in pharmacy at Chapel Hill.



(1) He was elected to the honorary scholastic fraternity, Rho Chi; (2) he was given a gold medal for making the highest grades in his class; and (3) by leading the State Board with an average of 93% he won the Beal prize. He has been appointed pharmacist in the hospital at Duke University.

New Treatment for Strychnine Poisoning

Every pharmacist knows that death from strychnine poisoning is quite common. He may not have actually encountered a case of strychnine poisoning in the store but if he recalls his student days and the lectures on toxicology, he will remember that strychnine poisoning is agonizing, commonly fatal, and rather frequent.

The first procedure in treating poison cases, with few exceptions, is to empty the stomach. Strychnine is absorbed so quickly, however, that treatment must be directed toward counteracting the effect of the poison rather than finding measures to eliminate it.

Observations and experiments conducted by Drs. G. F. Kempf and L. G. Zerfas, members of the Lilly Research Staff, and Dr. J. T. C. McCallum, a former member,

warrant the conclusion that Sodium Amytal, is an effective antidote against strychnine poisoning. The physicians found that Sodium Amytal could be given in large doses without bad effect. It stopped the convulsions promptly, put the patient to sleep without interfering with his breathing. For use as an antidote where prompt effect is highly desirable, Sodium Amytal should be given intravenously. Its effectiveness by mouth, however, has already been demonstrated.

The accompanying information is not calculated to increase sales materially but it represents a type of knowledge that is in keeping with the pharmacist's position in his community and his service to the medical profession and the public. Facts are sometimes slow in being disseminated. A word about this new treatment for strychnine poisoning to the physicians on your mailing list, in the form of a post card, places you in a favorable light with the doctor, lets him know that his pharmacist is progressive and abreast of the times. Besides, it is information that may be instrumental in saving a life.

Marriages

News has just reached us of the marriage in the early summer of Miss Helen Hooks and Mr. William Russell Griffin, both of Fremont. The young couple are making their home in Fremont where Mr. Griffin is connected with the Whitley Drug Co. He is originally from Pinetops and has been connected with eastern North Carolina drug stores since his graduation from the State University in 1926.

Mr. Carl W. Hales, assistant pharmacist with the Rosemary Drug Co., of Rosemary, and Miss Kate Brison were married in Richmond, Va., on June 9. The groom is originally from Kenly, Johnston County, but has been making his home in Rosemary for the past several years.

Miss Sankay Ann Perry, of Maxton and Pittsboro, and Mr. Benjamin Franklin Stone, formerly of Orrum but now of Elizabethtown, were married in Fayetteville on the evening of June 4 at the Hay Street Methodist church. Mr. Stone is a graduate of the State University and for a number of years was located with Hedgepeth's Phar-

macy in Lumberton, but recently accepted a position with the Hutchinson Drug Store in Elizabethtown.

Miss Helen Catherine Snider and **Mr. Archie Alva Koonts** were married at the Wesley Memorial church in High Point on the morning of June 5. Mr. Koonts is originally from Cooleemee but since his graduation from the State University in 1929 has been connected with High Point drug stores, at present being located with the Cecil-Simpson Drug Co.

A wedding of unusual interest was solemnized at the home of the bride's parents in Leaksville on June 7 when Miss Klyce Hampton became the bride of **Mr. Emmett O. Chandler**. The groom was licensed in this State in 1930 by reciprocity with Virginia and for the past three years has been a member of the firm of the Chandler Drug Co. He attended the University of Richmond and later received a degree in pharmacy at the Medical College of Virginia. He is a member of the Phi Delta Chi fraternity.

Deaths

Mr. Robert L. Justice, retired wholesale druggist of Greensboro, was found dead in the bath tub in his summer home at Montreat about noon on June 12 following a stroke of apoplexy. Mr. Justice was about 68 years of age and had been in poor health for five years or more. He was a native of Wartrace, Tenn., ancestral home of his family. He moved to Greensboro in 1906 and purchased the controlling stock of the L. Richardson Drug Co., the name of which was changed to the Justice Drug Co. Prior to that time he had traveled a score of years for Parke-Davis and Co. and had been associated with the Geer Drug Co., of Charleston, S. C. He sold the Justice Drug Co. in 1920 to **Mr. P. A. Hayes** and since that time had been retired. He formerly took an extremely active part in the social and fraternal life of Greensboro. The funeral services were held in Wartrace, Tenn.

LEGAL SECTION

(Continued from page 210)

December, the first being made the last half of the calendar year 1933.

"The tax imposed by Article 5, Schedule E, of the Revenue Act of 1933 shall be in addition to all other licenses and taxes levied

by law as a condition precedent to engaging in any business taxable thereunder." (Release Sunday morning, June 18, 1933).

The \$10.00 tax on Carbonated Draft Arms on soda fountain, does not apply to unused carbonated draft arms, provided they are disconnected and rendered incapable of being used. It is not necessary that they be removed from the fountain.

The general sales tax does not apply to prescriptions, nor to drugs and medicines dispensed or compounded.

HERE LIES THE INVENTORY

(Continued from page 211)

escape us. Not thirty days ago, an hour or two spent with these records gave me more cheer, than did any "pep" speech I had heard through the medium of radio or otherwise. I knew that my volume of business was down for the year but I had not made comparisons of sales by departments as between this year and last year. When I made this comparison I found that forty-five per cent of this year's shortage was in tobacco, twenty-five per cent in soda, and ten per cent in toilet articles. The remaining shortage was in smaller percentages in the other departments, while drug sales were actually two per cent better this year than last year.

The past four months has taught America much about frozen assets. Possibly some person here has cash tied up in closed or restricted banks. They have worried much about this subject, yet the probability is that there lies in their stock rooms merchandise totalling several times the amount of the hedged up cash. Familiarity with this condition has bred indifference, while year by year it has taken its toll from profits just as relentlessly as those two arch conspirators, interest and taxes.

Since choosing this subject I have talked with several druggists. Some have had other ideas on this subject; others here may have better ones. I am candid in saying that this type of inventory taking has not rid me of mistakes in buying, but I believe it has lessened them. Others may profit by my experience and it is for this reason I have related my experience. For all of these reasons and with the hope of earnest consideration, I offer for discussion this subject, "here lies the inventory".



Covers Carolina Consistently!



Consistent advertising, day after day! That's the way the Capudine Chemical Company coöperates with Carolina druggists. The natural result—consistent demand for Capudine, rapid turnover, and steady profits.

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.

“The unfailing, outstanding
quality of
Southern Dairies Ice Cream
is one of the most valuable assets
any store can have”

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Chairman of the Executive Committee.....	J. C. Hood, Kinston
Chairman of the Legislative Committee.....	J. P. Stowe, Charlotte
Chairman of the Resolutions Committee.....	
Chairman of Insurance Committee.....	
President of Board of Pharmacy.....	E. V. Zoeller, Tarboro
Secretary-Treasurer N. C. Board of Pharmacy.....	F. W. Hancock, Oxford
General Counsel.....	F. O. Bowman, Chapel Hill

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The 1934 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach. The time will be announced later.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

PRESCRIPTIONS AND DISPENSED DRUGS EXEMPT FROM RETAIL SALES TAX

All drugs and medicines sold pursuant to prescriptions, and all drugs and medicines put up by a pharmacist at the drug store and sold under his label are exempt from the 3 per cent retail sales tax. (Sub-section 9, section 404, of the Emergency Revenue Act, Article V, Schedule E, Revenue Act, 1933).

This interpretation is authorized by Commissioner of Revenue A. J. Maxwell.

Chapel Hill, N. C.
July 23, 1933.

Frederick O. Bowman, Counsel
N. C. Pharmaceutical Association.

A Suggested Code of Ethics

The letter and code that follow are self-explanatory. They are printed here because they involve every druggist in the State. We are anxious to get the opinion of Association members, believing that in this way the Executive Committee can learn what it should or should not do in an official way.

Charlotte, N. C.,
July 10, 1933.

Mr. J. G. Beard, Secretary,
North Carolina Pharmaceutical Association,
Chapel Hill, N. C.

Dear Mr. Beard:

I suppose you have noticed the June 26 copy of "Drug Trade News." It seems to be very much filled with the subject of Codes. Mr. Stowe and several other druggists here in Charlotte are of the opinion that as a matter of information it would be good policy on the part of the North Carolina Pharmaceutical Association to submit a code through the Drug Institute of America.

At their suggestion and on examination of the code as submitted by St. Louis Drug Center, Inc., I have drawn up a code that suits the people here in Charlotte. As a member of the Executive Committee I present it and move its adoption.

If you have a copy of "Drug Trade News" of the twenty-sixth, you will see that Rule 2 has been added since it has been laid down as a general rule that this right must be included in all codes. Rule 6 of the St. Louis Code was omitted here as were some of the provisions of their Rule 5 as we did not feel they were applicable in North Carolina.

The question of hours was the biggest bone of contention, but I have held out for 63 hours, that being about seven hours too long.

Sincerely,

(Signed) E. F. RIMMER.

SUGGESTED CODE SUBMITTED BY THE NORTH CAROLINA PHARMA- CEUTICAL ASSOCIATION, UNDER THE TERMS OF THE NATIONAL RECOVERY ACT

*Rule 1. To Increase Employment Among
Registered Pharmacists and Other Drug
Store Personnel by Limiting Hours of
Labor.*

No employee of any retail outlet selling drugs, drug sundries or kindred merchandise shall be compelled to work more than 63 hours per week, no more than twelve of such hours to be on one day. It is necessary that drug stores remain open more hours than usual mercantile establishments in order to provide their clients ample professional service.

*Rule 2. To Grant the Right of Employees
to Bargain Collectively for Mutual Aid and
Protection.*

Any or all of the personnel engaged in labor in the retail drug stores have the right to organize and bargain collectively for

questions that bear on their mutual welfare, however no employee shall be required to join any organization as a condition of his receiving employment.

Rule 3. To Establish a Fair Living Wage for Drug Store Employees.

No retail outlet engaged in the selling of drugs, drug sundries and kindred merchandise shall require its employees to work for less than the scale of wages as enumerated herewith, which rate is hereby established as a minimum for a 63 hour week.

Registered Pharmacist	\$30.00
Registered Assistant	\$20.00
Drug Clerk	\$15.00
Cashier	\$15.00
Fountain Manager	\$18.00
Fountain Employees Other	\$12.00
Porters, Delivery Men	\$10.00

Part time to be pro-rated according to minimum schedule.

Minimum wage scale proposed is considerably above present prices especially in the lower priced employees.

Rule 4. To Make Possible Re-employment of Pharmacists and to Shorten Hours Minimum Price Schedule Must Be Established.

No retail outlet shall offer for sale, or sell, any drug, drug sundry or kindred merchandise at or below a price that shall be based upon the manufacturer's list price plus the cost of doing business (cost of doing business to be considered at 25 per cent of gross sales). This is necessary to guarantee the payment of the wages bargained for above as only cost of article plus cost of selling is included, profit being an individual matter with the employer who will care for himself.

Rule 5. To Insure the Public that All Retail Sales of Medicinal Preparations for Either Internal or External Use Are to Be Made Through Legitimate Drug Outlets Only.

The provisions of the Pharmacy Act of the State of North Carolina as regards the filling of physician's prescriptions, the sale of poisons, the conducting of drug stores, pharmacies or apothecary shops by registered pharmacists only shall be rigidly enforced. To maintain employment for all of the pharmacists in North Carolina it is necessary that the retail stores shall be the sole purveyors of all drugs to obtain the necessary volume.

Rule 6. To Limit Unfair Trade Practices in Advertising.

It shall be against the public interest to indulge in any of the following practices:

- A. Statement of untruth,
- B. The use of comparison of prices with competitors, such as the habit of saying "others get— we get—."
- C. The blanket claim of underselling competitors without definite proof.
- D. The limitation of the amount of merchandise to be sold to a customer.
- E. The implied suggestion of prices by stating that no sales are to be made to other merchants.
- F. The advertising of merchandise of which a normal stock is not on hand.
- G. Advertising of merchandise of which there are several sizes without accurate description.

Rule 7. To Provide for the Supervision and Enforcement of this Code.

Upon the approval of this Code the Executive Committee of the North Carolina Pharmaceutical Association shall enforce the ethics of this code, assemble evidence of any violation and submit such evidence to the proper Federal authorities for prosecution.

A Message to the Members of the N. A. R. D. and Every Pharmacist in America

Asheville, N. C.,
July 18, 1933.

Not since Mrs. Murphy's cow kicked over the lantern and started the great Chicago fire, has there been so much activity as there will be during the week of the N. A. R. D. Convention.

Men learned in their profession and serious in their purpose will assemble there, September 18th to 22nd, for the purpose of analyzing and perfecting ways and means for the material and professional betterment of the independent retail druggists.

Ages ago, Ricardo advanced the principle of his "Iron Law", which was, that as the world increased in population, it would decrease in wealth. Malthus advanced the theory of controlled population on the basis that the world could not produce enough wealth or food to supply the demand of the normal increase. The inventive genius of man has upset these theories and doctrines of old and has produced a supply greater than the absorption or demands. Bentham

(Continued on page 229)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor*

B. C. Remedy Co., Durham, N. C.

—T.M.A.—

The T.M.A. elected the following officers to serve them through June, 1934:

President.....P. A. Hayes
Vice-President.....H. M. Gaddy
Sec.-Treas.....J. F. Goodrich
One member, to be added to the Board of Governors, will be elected by the Board of Governors at their next meeting.

—T.M.A.—

Now how is this?

Among the visitors at Wrightsville Beach for the 4th of July were the following: Mr. and Mrs. Sterling Hubbard, Mr. and Mrs. Dewey Polard, Mr. Bob Cromley, Mr. J. W. Harrell and Mr. Ed. Vick. Pretty young bunch for you to keep pace with, Ed.

—T.M.A.—

Mr. and Mrs. McElveen spent their vacation in the mountains this year and report a delightful time.

—T.M.A.—

We were glad indeed to have the following join the T.M.A. this year: Glenn D. Moak with Carter Ink Co., L. H. Batte with E. R. Squibb, E. H. Walters, Charlotte, N. C., C. D. Jenkins, with Dr. Pepper, F. J. Dobson, with S. Phieffer Mfg. Company, W. Wilson with the Coca-Cola Co., W. M. Howe with Mentholatum Co., P. W. Grigg with French Battery Co., Ben Rubin with the General Cigar Co. Joe E. Mock (Needleman) with Dethol Mfg. Co., W. S. Blackmer with Southern Dairies, Gus Sanders with

—T.M.A.—

—T.M.A.—

Henry K. Wampole, Gupton Melton with Colgate-Palmolive-Peet, J. M. Morrow with Shivar Springs, A. S. McCord with Scott Drug Company, R. H. Barge with Foremost Inc., C. F. Holliday with Kotex, Claude A. Holley with Burwell & Dunn, C. C. Owen with Stanback Co., Jno. Rowe with Eli Lilly & Co., E. W. Farrior, Jr. with Eli Lilly & Co., H. C. Starling with W. H. King Drug Company, Ralph M. Crosson with McCourt Label Cabinet Company, H. P. Watson with O'Hanlon-Watson Drug Co., A. T. LeWallen with Bennett-LeWallen Co.

—T.M.A.—

If any of you T.M.A. members do not receive the CAROLINA JOURNAL OF PHARMACY please advise your secretary.

—T.M.A.—

P. A. Hayes was elected grand counselor of the United Commercial Travelers in North and South Carolina at a meeting of the Executive Committee held in Charlotte on July 22. P. A. has long been prominently identified with the U. C. T., and is recognized as a very capable executive. His friends are predicting that under his leadership the Grand Council of the Carolinas, U. C. T., will have a decidedly successful year. The present administrative year began May 1, so P. A. will direct the destinies of the order in the Carolinas more than nine months. J. F. Goodrich is chairman of the Executive Committee.

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

New Regulations Governing Collection of Sales Tax

Effective August 1, every retail merchant in North Carolina will be required to employ a uniform tax schedule in the collection of the sales tax. Regulations eliminating the bracket plan were promulgated by Commissioner Maxwell and Director of the Sales Tax Division on July 23. Likewise, the Department will furnish every retail merchant in the State a placard setting forth the schedule which must be conspicuously displayed by each retail merchant.

The new regulations governing the manner of collecting the sales tax were submitted to three distinct groups, namely: general merchants group, retail druggists group, and chain store group, and had the endorsement of each, before being promulgated by Commissioner Maxwell. In fact, the new regulations embody the identical provisions asked by the representatives of the retail druggists in the beginning. It is felt that under the new regulations every retail druggist, as well as all other retail dealers, will be enabled to collect a sufficient amount of tax to pay the 3 per cent levy to the State. The placard furnished retail dealers by the Revenue Department contains the following:

UNIFORM SALES TAX SCHEDULE

Applies to Every Retail Merchant

Less than 10 cents	-	-	-	-	-	-	-	-	-	-	No Tax
10 cents to 35 cents	-	-	-	-	-	-	-	-	-	-	1 cent
36 cents to 70 cents	-	-	-	-	-	-	-	-	-	-	2 cents
71 cents to \$1.05	-	-	-	-	-	-	-	-	-	-	3 cents

Above \$1.05 straight 3 per cent, fractions governed by major fraction.

This schedule to be applied to cumulative sales at one trading period. Illustration: The tax of one cent on a ten cents purchase entitles the customer to buy other merchandise up to 36 cents at the same trading period without additional tax.

NO TAX On Flour, Meal, Meat, Lard, Milk, Molasses, Salt, Sugar, Coffee, Gasoline, Fertilizer, School Books.

This schedule is promulgated under authority of law, effective from and after August 1, 1933, and it is mandatory upon every merchant to collect this tax, and no more, and add the same to the sales price of merchandise. This placard is furnished by the State Department of Revenue, to prevent unfair trade practices. Regulations require that this placard shall be kept posted by every merchant where it may be conveniently seen by the customer, and is intended to protect both merchant and customer.

HARRY McMULLAN,

Director of Sales Tax Division.

A. J. MAXWELL,

Commissioner of Revenue.

(STATE SEAL)

The experimental schedule promulgated for the month of July began with a higher breaking point for the beginning of the application of tax and at a lower top range in each bracket. This was intended to avoid the application of an excessive rate of tax on small sales. To compensate the merchant for tax free sales below the tax line it was provided that the tax on all taxable sales should be applied to each article sold, and not to the cumulative sum of two or more purchases. This gave the merchant an average of more than 3 per cent on taxable sales to even up for sales that carried no tax. For this reason the July schedule permitted one price to be quoted on a single article of merchandise, covering both price and tax.

The new single schedule, intended to apply to all merchants, is set up on the exact opposite of this theory. It begins with a lower taxable line for all merchants, with a higher top range in each bracket, and requires that the tax be computed on the cumulative purchase of two or more articles at one trading period. It gives the merchant a lower tax line, and gives the purchaser the right to apply the tax to his cumulative purchases instead of to each article. Under the rule now promulgated it will not be possible for the merchant to include the tax in the price of his merchandise, because the amount of tax on a given article is not an exact sum, but will vary with reference to whether two or more purchases are made at the same time, and depends upon the total sum of such cumulative purchases. Under this rule of applying the tax to the total sum of cumulative purchases a compliance with the rule requires that the price be fixed on the merchandise, which is entirely within the discretion of the merchant, and that the tax be computed on the total sum of purchases at one trading period and added to the sales price of the merchandise. This rule gives the merchant the advantage of fair and uniform trade practice, and to the purchaser the advantage of a tax applied to his cumulative purchases as near to the 3 per cent tax paid by the merchant as can reasonably be applied. This is a rule that can

be easily applied by every merchant, whether sales tickets are used or not.

The single schedule for all merchants has not only the advantage of greater simplicity, but it corrects a serious inequality in that the use of more than one schedule, based on sales experience in low priced merchandise, resulted in the same article of merchandise being sold in one store with an added tax and in another store without tax. The single schedule with a low break line will give better protection for merchants with a large volume of small sales, while the higher range brackets, together with the reversed rule as to cumulative purchases, makes the same schedule reasonably adjustable to all merchants. The range in the brackets will be subject to further adjustment if sales experience indicates the need for such adjustment.

Exempt Drugs and Medicines— Prescriptions

It was stated by me on the floor before the Convention at Charlotte and, also, in the JOURNAL last month that under the provision of the sales tax law, all drugs and medicines prepared and sold by the druggist under his label whether pursuant to prescription or across the counter, were exempt from the tax of 3 per cent.

The Commissioner of Revenue, however, after that time ruled that only those drugs and medicines that the druggist manufactures, mixes, and compounds, are exempt, applying to medicine sold upon prescription as well as to that sold over the counter.

It is my contention now as it was at Charlotte that all drugs and medicines put up by a druggist and sold under his label, whether pursuant to prescription or over the counter, are exempt from the tax. The matter is being considered by the Commissioner of Revenue and Director McMullan now and will be determined in the near future. It is my belief that our position in this particular will be sustained by the Revenue Department in the main. You will be notified when this proposition is determined.

HAPPENINGS OF INTEREST

Alice Noble, Editor

Chapel Hill, N. C.

Wasn't the Charlotte convention a huge success? A druggist told us that he had not been to a meeting for several years prior to the Charlotte one but that he never intends to miss another. Moral: Make your plans now to be on hand at Wrightsville!

Prize Winners

One of the nicest things about the convention was the number of valuable prizes awarded. Chairman J. K. Civil of the Prize Committee, has furnished us with the following list of prize awards:

To the person presenting the best paper before the Association. (3 doz., 50c size Unguentine). Awarded to E. F. Rimmer, of Charlotte.

To the person presenting the most constructive advice or discussion during the Commercial Clinic. (Rolls razor). Awarded to R. R. Copeland, of Ahoskie.

To the member of the Association who has attended the most consecutive meetings. (4 gals. Cherry Smash). Awarded to Jas. P. Stowe, of Charlotte.

To the man who has served longer as State Board President than any other State Board President. (12-doz. Bayer aspirin tablets.) Awarded to E. V. Zoeller, of Tarboro.

To the registered druggist present who claims the largest number of prescriptions filled in his career. (5 gals. of Coca-Cola). Awarded to Morrison P. Williams, of Charlotte.

To the person having the best novel ideas in displays. (A set of Mallinckrodt chemicals). Awarded to John K. Civil, of Charlotte.

To the person telling the funniest experience in the drug store. (1 case Welch's Grape Juice). Awarded to H. W. Binder, of Mount Airy.

To the youngest bride present. (1 DeVilbiss vanity set). Awarded to Mrs. M. K. Gardner (Mattie E. Smith).

To the druggist attending the convention with the greatest number of his immediate family. Tie between R. K. Blair, of Charlotte, and B. P. Costner, of Lincolnton. Mr. Blair was awarded 1 doz. Black Draught \$1.00 size; and Mr. Costner won a \$5.00 bill presented with the compliments of Speed Cranks, "Charlotte" Quality Kodak Finishers."

To the youngest bachelor registered druggist attending the convention. (1 gross headache powders). Awarded to M. L. Cline, of Granite Falls.

To the town or city having the greatest number of delegates attending the convention (Charlotte eliminated). (Half gross Phillips dental cream). Awarded to Chapel Hill.

To the lady having the lowest score at the bridge party. (\$5.00 assortment of narcissus and tulip bulbs.) Awarded to Mrs. H. H. Allen, of Cherryville.

Mr. Civil is also very anxious to know the winners of the prize bags containing the \$5.00 bills and asks that the lucky ones advise him at Box 52, Elizabeth Station, Charlotte.

Help Those Who Help Us!

Many manufacturers were particularly generous in donating prizes for our recent successful convention and we are publishing below the list of these contributors in an endeavor to express in a small way our appreciation. We are deeply grateful for their interest and cooperation and we hope you will remember them when you are placing future orders!

MANUFACTURERS WHO MADE DONATIONS TO THE CHARLOTTE CONVENTION:

(List of Firms and Their Addresses Supplied by Chairman J. K. Civil)

Hunters Chocolate Co., Norfolk, Va.
Welch Grape Juice Co., Westfield, N. Y.
Shivar Springs, Inc., Shelton, S. C.

The Bayer Co., Inc., New York City.
 The Charles H. Phillips Chemical Co., New York City.
 Capudine Chemical Co., Raleigh, N. C.
 Emerson Drug Co., Baltimore, Md.
 Horlick's Malted Milk Co., Racine, Wis.
 Houligant, Inc., New York City.
 J. B. Williams Co., Glastonbury, Conn.
 Lambert Pharmacal Co., St. Louis, Mo.
 The Pepsodent Company, Chicago, Ill.
 Drinking Cup Company, Easton, Pa.
 Kleenex Company, Chicago, Ill.
 Kotex Company, Chicago, Ill.
 Johnson & Johnson, New Brunswick, N. J.
 The Dry Milk Company, New York City.
 The Gillette Company, Boston, Mass.
 American Safety Razor Co., New York City.
 Sterling Products Co., Wheeling, W. Va.
 Ex-Lax, Inc., Brooklyn, N. Y.
 Miles Medicine Co., Elkhart, Ind.
 Chattanooga Medicine Co., Chattanooga, Tenn.
 French Lick Springs Co., French Lick, Ind.
 John Wyeth & Bro., Philadelphia, Pa.
 Norwich Pharmacal Co., Norwich, N. Y.
 Paris Medicine Co., St. Louis, Mo.
 Parke Davis & Co., Baltimore, Md.
 Dr. Pepper Co., Birmingham, Ala.
 Pepsin Syrup Co., Monticello, Ill.
 Pepsodent Co., Chicago, Ill.
 The Bisodol Co., New Haven, Conn.
 The Blosser Co., Atlanta, Ga.
 Boujois, Inc., New York, N. Y.
 Bristol-Myers Co., New York, N. Y.
 Robert Buist Co., Philadelphia, Pa.
 Burwell & Dunn Co., Charlotte, N. C.
 Chelf Chemical Co., Richmond, Va.
 Coca-Cola Co., Atlanta, Ga.
 Colgate-Palmolive-Peet Co., Toledo, Ohio.
 Conti-Products Corp., Brooklyn, N. Y.
 Abbott Laboratories, North Chicago, Ill.
 Alcock's Mfg. Co., Ossining, N. Y.
 American Ferment Co., Buffalo, N. Y.
 American Chicle Co., Long Island City, N. Y.
 Amity Leather Products Co., West Bend, Wis.
 The Anacin Co., Chicago, Ill.
 The Apincol Co., Wilmington, N. C.
 Armand Co., Des Moines, Iowa.
 Armour & Co., Chicago, Ill.
 Astyptodyne Chemical Co., Wilmington, N. C.
 Harriet Hubbard Ayer, Inc., New York City.
 Atlantis Sales Corp., Rochester, N. Y.
 The Baker Castor Oil Co., Jersey City, N. J.
 The Bayer Co., New York City.
 B. C. Remedy Co., Durham, N. C.
 Bauer & Black, Chicago, Ill.
 Becton Dickinson & Co., Rutherford, N. J.
 Beech Nut Packing Co., Canajoharie, N. J.
 Stanback Co., Salisbury, N. C.
 Frederick Stearns & Co., Detroit, Mich.
 United States Playing Card Co., Cincinnati, Ohio.
 Upjohn Co., New York City.
 Wm. R. Warner & Co., New York City.
 Wells & Richardson Co., Burlington, Vt.
 J. B. Williams Co., Glastonbury, Conn.
 Pictorial Paper Package Corporation, Aurora, Ill.
 School Mfg. Co., Chicago, Ill.
 The Axton Fisher Tobacco Co., Louisville, Ky.
 Sharpe & Dohme, Inc., Baltimore, Md.
 E. R. Squibb & Sons, New York City.
 Coty Company, Memphis, Tenn.
 DeVilbiss Company, Toledo, Ohio.
 C. B. Fleet Co., Lynchburg, Va.
 F. W. Fitch Co., Des Moines, Iowa.
 H. Clay Glover Co., New York City.
 Hi-Ja, Inc., Atlanta, Ga.
 E. W. Hoyt & Co., Lowell, Mass.
 Richard Hudnut, New York City.
 H. B. Hunter Co., Norfolk, Va.
 Mead Johnson & Co., Evansville, Ind.
 Kolynos Co., New Haven, Conn.
 Lehn & Fink, Inc., Bloomfield, N. J.
 Eli Lilly & Co., New York City.
 Mallinckrodt Chemical Works, New York City.
 Mello-Glo Co., Boston, Mass.
 Mentholatum Co., Wichita, Kan.
 Mennen Co., Newark, N. J.

Merck & Co., Rahway, N. J.
 Wm. S. Merrell Co., Cincinnati, Ohio.
 Mufti Co., Cincinnati, Ohio.
 Murine Co., Inc., Chicago, Ill.
 Monticello Drug Co., Jacksonville, Fla.
 N. Y. Quinine & Chemical Co., Brooklyn, N. Y.
 Gaile E. Wolfe Co., Charlotte, N. C.
 Health Products Corporation, Newark, N. J.
 E. C. DeWitt & Co., Inc., Chicago, Ill.
 Burma-Vita Company, Minneapolis, Minn.
 Wm. Wrigley Jr. Company, Chicago, Ill.
 National Cash Register Company, Charlotte, N. C.
 Solon Palmer, New York City.
 Zonite Sales Corporation, New York City.
 The Packer Mfg. Co., Inc., New York City.
 Monroe Chemical Co., Quincy, Ill.
 Polk Miller Products Corp., Richmond, Va.
 W. A. Sheaffer Pen Co., Fort Madison, Iowa.
 Pro-phy-lactic Brush Co., Florence, Mass.
 Chamberlain Laboratories, Des Moines, Iowa.
 Taylor Instrument Companies, Rochester, N. Y.
 American Glass Works, Richmond, Va.
 The L. D. Caulk Co., Milford, Del.
 Chas. Pfizer & Co., Inc., New York City.
 Montag Brothers, Atlanta, Ga.
 Schering & Glatz, Inc., New York City.
 Schering Corporation, New York City.
 Belmont Laboratories, Inc., Philadelphia, Pa.
 D'orsay Perfumeries Corporation, New York City.
 Plough Sales Corporation, Memphis, Tenn.
 W. F. Schrafft & Sons Corporation, Boston, Mass.
 The Drew Pharmacal Co., Buffalo, N. Y.
 John E. Fowler, Rosslyn, Va.
 Standard Pharmaceutical Corporation, Baltimore, Md.
 Northam Warren Sales Co., Inc., New York City.
 Norris, Inc., Atlanta, Ga.

The Woman's Auxiliary Enthusiastically Re-Organized

We can't ring down the curtain on the convention without mentioning the re-organization of the Woman's Auxiliary. **Mr. Sterling Hubbard** was good enough to send in the article below, which we are more than glad to publish—the organization is already enthusiastically beginning its work—give the ladies a hand!

"Of special interest to all members of both the N. C. P. A. and the T. M. A. is the reorganization of the Woman's Auxiliary during the Charlotte convention. **Mrs. Lloyd Jarrett**, of Biltmore, was elected president, **Mrs. E. M. Hannon**, of Charlotte, and **Mrs. Sterling Hubbard**, of Reidsville, vice-presidents, and **Mrs. J. B. Hunter**, of Charlotte, secretary-treasurer. The officers are now working on a plan by which they hope that all wives of both druggists and T. M. A. members will enroll in the organization. **Mrs. Hunter** recently spent several days in Biltmore as the guest of **Mrs. Jarrett** conferring about the work of the coming year.

"By the next convention in Wrightsville the Auxiliary is hopeful that every lady interested in the N. C. P. A. and the T. M. A. will feel that she WANTS to be

with her husband, brother, or sweetheart at the meeting. The organization aims to promote good fellowship among the ladies attending the convention, to see to it that every one knows every one else, and to make the occasion such an enjoyable one that no one attending will want to miss another meeting.

"And that reminds me—listen you husbands, brothers and sweethearts—many of you get the JOURNAL and never take it home—you leave it at the store. Why not start right now with this issue to take the JOURNAL home and you will find that the rest of your family will get a great kick out of reading it and will be more and more interested in the work of the N. C. P. A., the T. M. A., and their own Woman's Auxiliary. You had just as well tell Friend Wife or Sister or Sweetheart about it yourself for she is SURELY going to hear about it and want to 'jine up.'

"Ladies, you are starting a fine thing—more power to you!"

(Signed) Sterling L. Hubbard,
Reporter.

General News Items

Mr. Eulan Shook, proprietor of the Shook Drug Co., in West Hickory, has just been elected a member of the city council from Ward No. 1. This is his first experience in politics, and he made the race only after he was urged to do so by his friends. He won by a good majority although he declared he "never asked a person to vote for him, nor spent a single penny in the campaign." The *Hickory Daily Record* on July 8 carried a biographical sketch and photograph of Mr. Shook, paying tribute to his fine citizenship and successful business career.

Mr. R. B. Bolton, of Rich Square, is now with the Northside Pharmacy in Rocky Mount.

Mr. L. F. Parrish, who has been with A. R. Moore's Drug Store in Wilson for the past several months, is now with Matthews Drug Store in the same town.

Mr. W. L. Harper, for several years with the Fox Drug Co. in Aberdeen, is now with the Dixon Drug Co. in Elm City.

Mr. W. L. Cameron, of Raeford, recently licensed in this State by reciprocity with South Carolina, is now with the Southside Pharmacy in Spring Hope. Mr. Cameron recently joined the N. C. P. A.

Mr. F. O. Garren, of Arden, is prescriptionist for Smith's Drug Store, a new pharmacy for Waynesville.

Mr. Gus Neville, Jr., of Spring Hope, is located with the Harrison Drug Co. in Enfield.

We understand that **Mr. R. R. Sloan**, of Stony Point, has opened a drug store in Rutherfordton at the former location of the Thompson-Watkins Drug Co., which will be operated under the name of the Sloan Drug Co.

Morganton has a new drug store known as the Rock Drug Co., with **Mr. Bonner** as the proprietor.

Have you read "Stocking a Small Town Drug Store" by **Mr. E. C. Daniel** of Zebulon, in the July issue of *Tile and Till*? You ought to do so at once.

Mr. S. M. Edwards, of Ayden, was installed as president of the Ayden Rotary Club on July 7. Mr. Edwards has been active in all club work for several years, and has just returned from the International Convention of Rotary, held at Boston, to which he was a delegate.

Robbers broke into the drug store of **Dr. E. V. Zoeller**, of Tarboro, recently and stole \$25 and some cigarettes. They opened a wire screen on the lower floor and effected an entrance. The robber was later caught.

Mr. and Mrs. W. A. Crabtree, of Sanford, have as their guests **Hon. F. B. W. Coleman** and **Hon. Arch Coleman**, brothers of Mrs. Crabtree. **Hon. F. B. W. Coleman** recently returned to the United States from Denmark where he served as United States minister. Previous to this he was minister to Latvia, Lithuania, and Esthonia. **Hon. Arch Coleman** recently retired as First Assistant Postmaster General, having served in this office four years under the last administration.

Joe Reynolds, Inc., of Clinton, has recently been granted a charter by the Secretary of State to engage in and conduct a general retail drug business. The author-

ized capital stock is \$25,000 with subscribed stock \$2,100 subscribed for by **Joe Reynolds**, **J. H. Jackson** and **Belle Gryar**, of Clinton.

Mr. C. P. Suttlemyre, of Hickory, read a paper on "Elixirs and U. S. P. Preparations" before the Catawba County Medical Association in Lincolnton on July 11. This is the third monthly meeting of this organization which is composed of the doctors in Caldwell, Catawba, Burke and Lincoln counties working in conjunction with the pharmacists of these counties. There is a joint Executive Committee composed of a doctor and a druggist from each town. A member states, "We have accomplished a better understanding, fuller co-operation, and a more friendly and closer relation among the doctors and druggists; have reduced the price of prescriptions and drugs to poor and needy patients; have adopted a code whereby the physicians can designate the financial condition of the patient; and have established better methods of checking and re-checking prescriptions to eliminate errors by calling physicians where there is the slightest doubt of ingredients, amount, or dose included in the prescription."

Mr. E. B. Davis, of Morganton, writes us that he regretted missing the Charlotte meeting but that he was in Chicago at the time.

Mr. T. L. Brodie, of Henderson and Oxford, is now with the City Drug Co. in Burlington.

Mr. G. O. Tripp, originally of Ayden, is now with S. M. MacFie's Drug Store in Brevard.

We understand that **Mr. F. S. Worthy**, of Washington, has been made U. S. Marshal for the eastern North Carolina district.

Mrs. H. A. Liverman recently bought the O. Henry Drug Store in Plymouth.

Mr. C. E. Gilliken, of Morehead City, is located with Overby's Drug Store in Angier.

Mr. L. D. Shuford, formerly with Liggett's Drug Store in High Point, is now with the Stowe Drug Store in Belmont.

Mr. Germain Bernard, of Durham, has changed his membership in the Association to one for life.

At the Charlotte convention **Mr. R. K. Blair** presented to **Dean Beard** for the

School of Pharmacy museum an old fashioned pill roller and cutter.

Dr. E. F. Kelly, of Baltimore, was awarded the degree of Doctor of Science by Temple University at the recent Commencement. We are proud of the fact that Dr. Kelly is a native North Carolinian—his father is still remembered as one of the best school teachers the State has produced.

Mr. C. L. Derrick, formerly of Salisbury, is making his home during the summer months at 23 Charlotte St., Wrightsville Beach.

Mr. J. B. Haymore has moved from Maxton to 230 E. Park Drive, Raleigh.

Mr. and Mrs. Homer E. Whitmire, now of St. Louis, Mo., have been visiting old friends in the State for the past few weeks. Mr. Whitmire graduated from the State University in 1924.

1933 graduates of the School of Pharmacy of the University have located positions as follows: **M. M. Brame**, of Winston-Salem, is with the O. Henry Drug Store in Plymouth; **L. E. Bunch**, of Edenton, is with Eldridge's Drug Store in Greenville; **C. H. Cobb**, of Fremont, is pharmacist with the Duke Hospital in Durham; **C. S. Curry**, of Lexington is with the Liberty Drug Co., in Winston-Salem; **F. B. Ham**, of Greensboro, is with Herndon's Pharmacy in the same city; **W. L. Hickman**, is with Worthy and Etheridge in Washington; **T. L. McLaughlin** is associated with his brother, **J. M. McLaughlin**, in McLaughlin's Drug Store in Mercersburg, Pa.; **F. M. Moss** is with the Lowell Drug Co. in Lowell; **L. L. Rouse** is with the Baucom Drug Co. in Apex; and **M. T. Upchurch** is with Thrower's Pharmacy in Southern Pines.

Here and There

Sterling L. Hubbard, *Reporter*

Thomas Drug Store, of Sanford, has just moved into a fine location which was formerly occupied by the United Bank and Trust Co. The building has been completely remodeled and re-decorated, a new fountain has been installed, and the store as now arranged would do credit to a much larger city than Sanford. **Mr. Robert H. Thomas** is the popular owner of this store and has **Mr.**

Lexie Barefoot, Carolina graduate of 1931, in charge of the prescription department. The formal opening took place on the night of July 11 at which time a "new deal bag" of gifts, as well as ice cream and gifts, were given to the throngs attending.

Mr. H. Floyd Coble, of the O. Henry Drug Stores, of Greensboro, recently enjoyed a short vacation at Wrightsville Beach where he visited friends.

"**Speck**" **Dailey**, popular manager of the Gardner Drug Co., of Reidsville, unfortunately for himself and his many friends, could not attend the Charlotte meeting due to some urgent business which called him just at that time. However, he has confided to your reporter that he will never miss another one for he says the boys tell him the meetings are getting better and better all the time.

Druggists Meet with Maxwell

Twenty-one representative retail druggists from all sections of the State met in Chapel Hill on July 18 at the call of **Revenue Commissioner Allen J. Maxwell**, **Dean J. G. Beard**, and **Attorney F. O. Bowman**. A tentative plan was endorsed for collecting the sales tax under which all merchants will be classified in one bracket, instead of the four bracket plan that was used experimentally during the month of July. This plan became effective August 1st. It has also been adopted by the State Merchants Association and has been approved by the chain stores. Details will be announced in the state press. Under the plan used in July, which Commissioner Maxwell adopted as an experiment, merchants were classified in four different brackets depending on the amount of each individual sale. The new proposal replaces this with the single uniform bracket. The following were present at the Chapel Hill meeting: **Messrs. Allen J. Maxwell**, **Dean J. G. Beard**, **Attorney F. O. Bowman**, **Messrs. I. W. Rose**, and **C. L. Eubanks**, of Chapel Hill; and **Messrs. P. B. Bissette**, of Wilson; **J. C. Hood**, of Kinston; **J. P. Stowe** and **R. K. Blair**, of Charlotte; **S. O. Brewer**, **W. F. Rogers**, and **A. F. Duckett**, of Durham; **R. I. Dailey**, **R. H. Tucker**, and **S. L. Hubbard**,

of Reidsville; **C. M.** and **R. H. Andrews**, of Burlington; **Warren W. Horne**, of Fayetteville; **R. A. McDuffie**, of Greensboro; **R. R. Herring** and **Sam Hall**, of Oxford; and **Harry McMullan**, director of the sales tax division of the revenue department.

Observers of the proceedings at the Chapel Hill meeting recalled that the N. C. P. A. at its meeting in June was perhaps the first sales organization in the State to resolve against any attempt to test the constitutionality of the sales tax and to pledge its co-operation to Commissioner Maxwell.

Notice

We understand that a young man giving different names is calling on the druggists of the State claiming to be the nephew or the nephew by marriage of **Mr. J. P. Stowe**, of Charlotte. He asks for the loan of \$10 or more to repair his car which has just broken down on the way home, and states that it is imperative for him to reach his destination that day or night. He has used the name of **Lea**, or **R. M. Shirley** or possibly others, and gives Charlotte as his residence with a fictitious street address. **Mr. Stowe** asks the JOURNAL to announce that the young man is NOT a relative of his. He does not have any grown nephews or nephews by marriage and the offender should be stopped and arrested. We understand that in at least two instances the culprit has been accommodated with \$8 and \$10.

Please Come Again!

We were delighted to receive a visit several days ago from **Mr. and Mrs. Walter R. White**, of Warrenton. (We wish more of our friends would come to see us.) We were greatly interested in what **Mr. White** told us about the store of which he and **Mr. A. Jones** are the proprietors. It is one of the oldest in the State, although its owners are quite young men. The pharmacy has always been operated under the name of the **Hunter Drug Co.** It was established in 1876 by **Mr. Frank P. Hunter**, then of Warrenton, and now representative of the **Tilden Co.** with headquarters in Portsmouth, Va. In 1899 **Mr. Hunter** sold the business and **Mr. M. M. Pendleton**, of Warrenton, man-

aged the pharmacy until his death in February, 1911. It was then bought by Messrs. "Bill" Burwell, Alpheus Jones, and Walter R. White, all of Warrenton. In 1916 Mr. Burwell disposed of his interest to the other two partners who are still operating it. There is a poison register in use in the pharmacy which has the date, June 28, 1881 on the first entry. It has in it the signatures of quite a number of druggists and doctors who received their preliminary training in the store. Of interest also is the fact that the office of the Western Union Telegraph Co. has been located in the store for fifty years.

Druggists Forming Local Associations

Quite a few of the larger towns in the State have recently formed local druggists associations.

Greensboro druggists, meeting sixteen strong on June 29, formed the Greensboro Druggists' Association and elected the following officers: president, C. C. Fordham; vice-president, W. M. McKinney; secretary-treasurer, Parke C. Stratford. The new association will meet monthly. The plan of the druggists is to perfect an organization and outline the purposes of the new association within a short time. It will try "to co-operate fully with the N. C. P. A., the Greensboro Merchants' Association, and with the State revenue department in collecting the sales tax." The following have joined the local association: Messrs. C. C. Fordham, Sr., R. A. McDuffie, A. E. Weatherly, C. M. Fordham, W. M. McKinney, J. T. Usher, C. C. O'Brien, H. F. Coble, V. F. Smith, Lon Russell, C. N. Herndon, C. M. Hilton, Clyde Daniels, P. A. Hayes, Maurice McNeely, and Parke C. Stratford.

Members of a newly formed Wake County Druggists Association met on July 6 for luncheon at the Carolina Hotel, with the president, J. C. Brantley, presiding. The other officers are, Philip D. Gattis, vice-president, and R. I. Blackwell, secretary-treasurer. Mr. Harry McMullan, State sales tax administrator, and P. E. Griffis, of Winston-Salem, were the speakers on the pro-

gram. The following were present: Messrs. J. C. Brantley, O. C. Edwards, R. I. Blackwell, H. C. Mayer, C. Rhodes, Julian White, M. B. Melvin, M. E. Dizer, R. C. Walton, R. E. Langdon, E. G. Sinclair, D. L. Jordan, C. H. Fleming, B. F. Page, P. I. Gattis, H. E. Craven, Kelly, E. O. Edgerton, L. D. Cain, all of Raleigh; J. A. Underhill and Paul Brantley, of Wendell; and E. C. Daniel, of Zebulon. Mr. J. P. Swam, of the Raleigh Merchants Association, and Attorney F. O. Bowman were also present.

Decision to form a Durham Druggists Association was made at a dinner conference at the Washington Duke Hotel on the evening of July 5. The club will be purely social in nature and will hold monthly dinner meetings. Mr. D. L. Boone has been made temporary president and a committee consisting of Messrs. Harris King, Weyland Liles and J. C. Taylor has been appointed to work out plans for the permanent organization of the club. President Boone has also appointed a committee to study the sales tax problem, composed of Messrs. Germain Bernard, Ray Hoggard, D. M. McKay, and H. G. Coleman. At the initial meeting Dean J. G. Beard explained the Drug Institute; the new club was discussed by Mr. A. F. Duckett; Attorney F. O. Bowman outlined the new rulings on the state sales tax, and Professor I. W. Rose spoke of general matters of interest. "Know Your fellow-druggist better and you will like him better" was the slogan adopted for the local club. The following were present: Messrs. A. F. Duckett, D. L. Boone, H. G. Coleman, C. R. Hoggard, R. P. Rogers, A. L. Pearce, D. McN. McKay, J. R. King, E. S. Swindell, C. T. Byerly, J. C. Taylor, R. B. Spencer, H. L. King, C. J. Hazelgrove, W. A. Liles, T. T. Pickett, and S. O. Brewer, all of Durham; and J. G. Beard, F. O. Bowman, C. L. Eubanks, and I. W. Rose, of Chapel Hill. The Durham druggists have joined the Drug Institute 100 per cent.

We understand that Rocky Mount and Winston-Salem druggists have also formed Associations but we have been unable to date to secure particulars.

Engagements

Mr. C. B. Andrews, of Carrboro, has announced the engagement of his daughter, Lois Lillian, to **Mr. Frank Benton Ham**, of Greensboro, the wedding to take place some time in the early fall. The bride groom-elect is a son of **Mr. and Mrs. N. R. Ham** and graduated this June from the State University where he was an honor student. He was a member of Rho Chi and Kappa Psi fraternities and served as student assistant in the laboratories during his senior year. He is now with Herndon's Pharmacy in Greensboro.

Announcement has been made of the approaching marriage of Miss Mary Louise Huffman, daughter of Mr. and Mrs. F. O. Huffman, of Morganton, to **Mr. George Thomas Cornwell**, of Shelby, the wedding to take place in August. Mr. Cornwell attended the State University where he took the course leading to the degree of S.B. in Pharmacy. About a year ago he became the proprietor, with **Mr. B. N. Austin**, of the Austin-Cornwell Drug Co., of Shelby.

Marriages

Miss Hallie Patterson Moore and **Mr. James A. Sitison**, both of Mount Airy, announce their marriage on May 27 at the home of the bride's mother. Mr. Sitison is originally from Edenton and graduated from the State University School of Pharmacy in 1926. For the past five years he has been connected with the Hollingsworth Drug Co. in Mount Airy.

Announcement was recently made of the marriage on July 25, 1932 in Media, Pa., of Miss Annie Jane Cagle and **Mr. Roland Scott Whiteley**, both of Greensboro. Mr. Whiteley is a rising senior in the School of Pharmacy at the State University, where he is an honor student.

Deaths

Mr. William Aubrey McDaniel, age 40 years, died at his home in Enfield on the afternoon of June 16. He had been in declining health for the past two years, the last six months of which he had been confined to his home. Mr. McDaniel was very popular among the druggists of the State and had

been a member of the N. C. P. A. since 1919. He was born in Artesia, Miss., on March 21, 1893, the son of Russell and Mamie (Rawlings) McDaniel. He received his pharmaceutical education at the State University and was licensed as a pharmacist in 1914. He had been associated with his brother, **Mr. R. E. McDaniel**, in the Harrison Drug Co., of Enfield since 1916. He was a devoted member and official in the Baptist church and one of Enfield's most valuable citizens. On January 19, 1917 he was married to Miss Maud Lee Gunter, and to his bereaved widow, his mother, his brothers, and his children the JOURNAL extends sincerest sympathy.

EDITORIAL MESSAGE TO N. A. R. D.

(Continued from page 219)

preached the doctrine of the greatest good to the greatest number, and we, who are living today, see this principle, in effect, proposed in the National Industrial Control Act an effort, national in its scope, to improve the mechanics of the distribution of wealth and prosperity. Indeed, the world is reviving some old theories and practicing new practices.

I am confident that we possess in our membership, brains and ability equal to the task of solving the major portion of the unfair and uneconomic practices now threatening the very existence of our profession. The deliberations in Chicago will be constructive and history-making in the realm of druggdom. Give your family and yourself the opportunity to observe the progress of man at the Great World's Fair. Give your business the advantage of what you may learn in the deliberations of the convention and finally, enjoy the hospitality of one of the finest group of pharmacists in the United States. We are the invited guests of the Chicago Retail Druggists. Those who know President Secord and his associates who compose their local association, need no further word from me as to the kind of genuine hospitality that it will be the pleasure of every Chicago druggist to render to each visiting delegate.

Please come and give me the pleasure of shaking your hand in a spirit of good fellowship and in the cause of a better day for the independent retail druggists.

Fraternally yours,
(Signed J. A. GOODE,
President.

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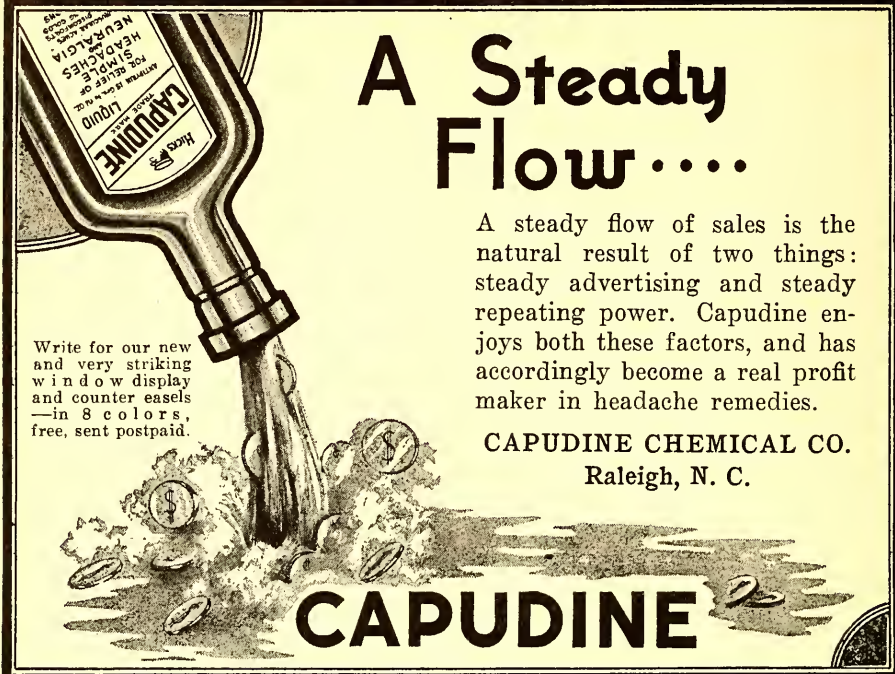
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